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The American Literary Gazette and Publishers' Circular.

[ESTABLISHED 1852.]

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VOL. LXXXI., No. 12. NEW YORK, March 23, 1912 WHOLE No. 2094



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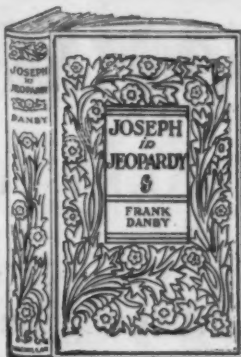
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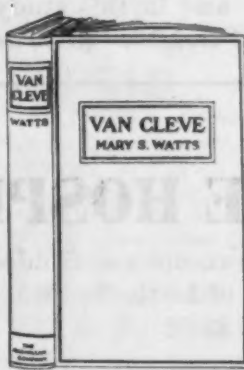
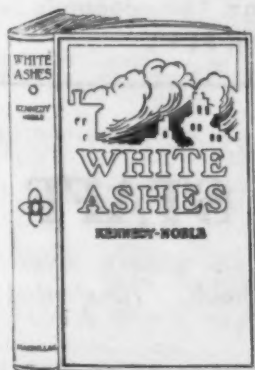
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# The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

March 23, 1912

The Editor is not responsible for the views expressed in contributed articles or communications.

Publishers should send books promptly for weekly record and descriptive annotation, if possible in advance of publication.

For subscription and advertising rates see first page of Classified Advertising.

*"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."*—BACON.

## GETTING THE DEALER'S COOPERATION.

"I DON'T believe in this boosting up the trade all the time, anyway," said a fairly well-known New York publisher, impatiently. "What's the use: they don't push my books; don't take the least interest in them. I sell more by mail direct in a week than the trade take in a month. Booksellers are sheep; they"—

"But they do sell *some* publishers' books," the travelling man he was talking to—not his own—interrupted him; "look at —" and the salesman named a house that has made a reputation for a certain type of "counter-display" fiction.

"Well, look how they advertise," retorted the publisher. His tone was one of disgust.

"Yes," said the salesman simply.

Not a thousand miles from New York the receiving clerk of a well-known bookstore edged into the office of the proprietor, bearing several sets—three or four of a kind—of very elaborately gotten up posters. Without a word he handed them to the "boss." "Well?" said the latter, interrupting his dictation.

"They're from *X and Y*," said the clerk. "They 'hope we can use them.'"

"You know our rule well enough," replied the other shortly. "No posters allowed except originals for window display."

"It does seem a shame, though," said the clerk ruefully, "they say this one here on 'The Winds of Desire' cost them several hundred dollars—'finest thing they ever got out'—why the express on these alone was eighty cents."

"But we don't want 'em—we've got a style in this store we're trying to maintain—we can't use posters—we've told all the publishers so time and again—and if *X and Y* have wasted four or five dollars on us when"—he broke off suddenly—"here, see this letter *X and Y* sent me this morning."

The clerk took it; it ran:

"Replying to your favor of the 8th, we regret to say that owing to the large amount we have already expended in advertising 'The Winds of Desire' we cannot see our way clear to coöperate with you in local advertising along the line you suggest. We admit that you best know your local conditions, and the proposition you outline certainly sounds most attractive; but can only repeat that our appropriation for 'The Winds of Desire' is practically exhausted.

"We should, however, be glad to furnish you with any amount of poster or circular material."

"What I suggested would have cost them less than ten dollars," said the proprietor. "With what I was going to put with it I think it would have sold 500 copies of their book." He turned to his dictating; the receiving clerk carried the posters out to the rubbish heap, whence two were later rescued by the store errand boy for private wall decoration.

The following happened in New England during the rounds of the traveller of another firm of New York publishers, who flood the trade with so *much* circular matter that a mere glance at their name on a third-class mail wrapper consigns the mail in question to the basket unopened. The town was a small town, but it had a bookseller, and one, too, who had the reputation of knowing his business.

"No," said the bookseller, "I can't afford to stock up on this line" [one of "popular" sociological works] "it might not move in a year. You're not advertising it here."

"You can appreciate we can't advertise such a line very heavily," said the publisher's salesman diplomatically. "These aren't popular novels: the margin on them is close. They're live, thoroughly good stuff by the best men in their fields; we're advertising them where we think it will do us the most good—the New York and Boston papers, in the *Outlook*, I believe, and in the professional journals."

"But does that do *me* any good, *here?*" the bookseller was insistent.

"Well, not directly, perhaps," the salesman admitted grudgingly. "But," he started to explain, "you can see for yourself that we couldn't afford to advertise a line like this in *every* small town. Why, even one insertion of a reasonable-sized advertisement in your two or three papers here would cost us ten or fifteen dollars; and the waste circulation"——

"Oh, I know all that," retorted the dealer wearily. Then he added: "Why don't you advertise in my own house organ?"

The salesman was a little surprised, then wary, visions of an advertising "hold-up" in his mind. "I didn't know you had one," he said. "I don't see how you can afford"——

"I can't," replied the bookseller simply: "but I take 250 copies a month of the ——." He named the well-known envelope size imprint magazine.

The salesman hesitated a bit: he had had this same question put up to him shortly before regarding another imprint magazine. "I don't know just why the house doesn't use imprint advertising," he said; "of course it's a give-away thing for one thing, and then," he added, "you know its pretty expensive"——

"Expensive?" The dealer snorted. "My 250 copies reach every real book-buyer in this town and county. I know the rates they ask for advertising in this magazine: one page in it would tell the story of your series in fine shape. And it figures out that this one page in my house organ, *reaching all my customers*, would cost you just twenty-five cents! Do you call that *expensive* advertising?"

The salesman didn't have an answer ready; and the bookseller held out to him one of his firm's own circular descriptions of this same series. "What do these cost you to manufacture?" he asked the salesman. "250 of 'em?" "I don't know," replied the latter; "a dollar or two, I suppose."

"And you ask me to put these in envelopes, address them and mail them to my 250 customers at a total expense to me of between three and four dollars more. Why, that's all it costs me to send out 250 whole copies of my magazine. Doesn't it strike you that we would both be wasting money?"

"But the imprint magazine is given away"—— the salesman began again, rather weakly.

"Is it any more 'given away' than your circulars are: they're just advertising, and pretty slushy advertising at that, while my little house organ is or tries to be, both readable and independent. No," he went on, "I won't place

an order; but when you get back to New York you better tell your people a few things about coöperating with the dealer instead of doing what you think the dealer ought to want to have you do."

The scene was a bustling city of 50,000 in the Middle West, a railroad and jobbing center for a big stretch of agricultural country. For all its size it boasted but one bookseller, who had for several years worked hard selling lines of wall paper, office supplies and sporting goods for the expensive luxury of losing money selling books.

When, two years ago, booktrade conditions took a change for the better, and possibilities of actual profit emerged, this bookseller was so far heartened as to enlarge his line and stock up for the fall in a way he would have thought suicidal a year or two before. His dependence had always been, however, on the re-bind and non-copyright side of the business and even now, despite his growing optimism, of new books he bought very warily. On but one title did he allow himself to "plunge"—a book of popular biography, which would, he believed, in his particular neighborhood, sell well. It was being very broadly advertised: it was offered at a proper price and discount: he was reckless: he bought 250 copies.

He sold a hundred of them with a rush; then, almost suddenly, the demand dribbled out and practically ceased. He couldn't understand it: light came only when a neighbor dropped in one day.

"Why, there's agents all around," said he, "selling *that* book. A better looking book than your's, too—colored pictures—and just about the same price, or cheaper."

The bookseller investigated: it was true. The publishers of his biography had got out a subscription edition, actually more cheaply made, but superficially more attractive; and their canvassers were undercutting his book in his own trade.

He sat down and wrote the publishers, explaining his predicament. They replied courteously; stated they "could not understand" how the subscription edition, "prepared for an entirely different class of trade," could compete "with the standard edition"; suggested that he should "push the sale of the latter more energetically"; and refused indirectly either to withdraw the subscription edition from his district or "protect" his own lot of the "trade edition."

The bookseller was indignant: he felt he



hadn't been fairly treated. He had maintained the price of the book faithfully even in the face of this subscription competition. Now he cut it to a point that cleaned out the lot at a small loss; practically closed out all the retail book end of his business; and is still more or less "sore," not only against the publishing house directly concerned, but against books and book publishers in general. The trade has lost a store that could have been worked up into a splendid outlet.

Coöperation with the dealer: there is such a thing.

#### "THE HOUSE OF HARPER."\*

AN ELOQUENT HISTORY OF A GREAT PUBLISHING HOUSE—FULL OF INTERESTING REMINISCENCE—THE FOUR ORIGINAL HARPER BROTHERS AND THEIR SUCCESSORS.

In the course of a century, more or less, a publishing house develops a personality as distinct, as impressive, in a literal sense, as that of an individual. When the publishing house is one like that of Harper Bros., which has through most of its life stood a national leader, if not *the* leader, in three or four varied branches of publishing, its biography becomes a document of national importance. It would inevitably be one of interest.

With such a subject, especially if one as writer is personally related to the founders and life of the house, it is difficult, as with any piece of autobiography, to take an entirely objective viewpoint. And if one feels regret, in reading the present volume, that the author was unable to present any of the failures and mistakes of the house, as well as its many various and splendid successes, that, in brief, his narrative is so uniformly laudatory that it occasionally cloy—*one* realizes, on the other hand, that the provocation to praise was great, and one is duly thankful for a great mass of most interesting material brought together into a most sumptuous and readable volume.

The annals of the House of Harper, as a matter of fact, taken from the memoranda of the original founders and here put together by their grandson, who adds his memories of the present time, "speak a various language." They appeal to older New Yorkers with recollections of a city still almost wholly country. They give the Benjamin Franklin-like biographies of the four original Harper Brothers, and tell of their beginnings as printers and publishers. They give a long roll of names of authors first introduced to the American public by their foresight and the enterprise of the Harper house. They give interesting reminiscences of Civil War days and the Tweed ring revelations, in both of which *Harper's Weekly* played such prominent part.

\* HARPER, Joseph Henry. *The House of Harper: a century of publishing in Franklin Square.* c. 1912. 689 pages, with 16 portraits. O. \$3 net.

#### THE ORIGINAL HARPER BROTHERS.

In the days of the first Harper brothers, a stalwart Methodism was fighting its way into the consciences of the sturdy New York Dutch burghers, and baseball, golf and theatres were unknown factors in the making of men. The brothers Harper had few play hours and no amusements; they went a few months a year to a district school nearby on Long Island, and worked hard for the people of the neighborhood. At last James, the oldest of the four brothers, was sixteen, old enough to begin "supporting himself." Their grandfather came from Suffolk County, England; their father, who was originally a house carpenter, had settled at Newtown, Long Island. He allowed his son to select his trade, and fired by the autobiography of Benjamin Franklin, James chose to be a printer. He was apprenticed to Paul & Thomas, and became a lodger with Mr. Paul, who was an earnest Methodist. The firm was located at the corner of Bowling Slip and Water Street.

The second brother, John, also adopted printing as a trade; and in 1817, under the style of "J. & J. Harper," the two brothers started in business for themselves, John with special skill as compositor, James, even then known in the trade as an accomplished pressman. Soon after the other two brothers, Joseph Wesley Harper and Fletcher Harper, entered their brothers' business as "boys." The union between these brothers was remarkable. They were known later, when Charles Dickens had made the phrase famous, as the "Cheerybble Brothers." All four were hard-working men. James supervised the mechanical operations; John was the financier and made the purchases; Wesley read proof and conducted the correspondence of the house; Fletcher was in charge of the composing room and gradually assumed control of the literary department.

The brothers all married young. Almost all their enterprises were successful. Within eight years after their establishment they had attained the front rank among American publishers, and theirs was the largest book-manufacturing establishment in the country.

#### THE MANAGEMENT OF THE FIRM.

From the beginning the affairs of the firm were conducted on the basis of absolute trust and confidence. The brothers had a tacit understanding that each had a veto power, and that nothing should be undertaken in the administration of the business if one of them disapproved. In consequence of the adoption of this principle, the house was never divided, while, at the same time, it has probably been saved from many doubtful enterprises. There was a sort of implied division of labor, but it was a matter of implication only, not of expressed agreement.

How singularly free the firm was from all individual selfishness, and how thoroughly fraternal, is indicated by the fact that for a long time no separate accounts were kept between the brothers, but each one took from the cashier's drawer what he required for his own needs, and the rest remained a common fund. As their various families increased, however, individual accounts became necessary; but it was not until ten years before the death of James Harper, in 1869, that they were kept distinct. Up to that time each brother was ignorant as to how much money the other three drew from the concern.



The same simplicity of management appeared in other things. Later, for instance, Mr. Harper says:

For a great many years their bookkeeping was conducted on the principle of single entry, but about 1857 William H. Demarest, who had been their cashier for a number of years, and who continued to hold this position until the break in his health, twenty years later, prevailed upon them to adopt the system of double entry, which they were reluctant to do, but finally yielded to his persuasion. He used to relate with a great deal of gusto that one morning, after John Harper had opened his mail and passed out the cash from the letters for record, the money was found twenty-five cents short. He reported the matter to John Harper, who, in a laughing way, turned to his brothers and said: "Demarest is making a great ado because I took twenty-five cents from the mail and gave it to a beggar." Demarest thought this was quite a tribute to the usefulness of the new system.

Endowed with an earnest and genuine love of knowledge, their publishing ideals from the first were high, and they set out definitely to bring good reading to this country. Their first books showed their trend: school books, encyclopedias and editions of the Bible, and such works as Milman's "History of the Jews," Chamber's "Natural History of Creation," and many other books rated as "radical" and "disturbing" in those days were brought out by the new house. When these books began to be successful the absence of a copyright law was keenly felt, but from the beginning the Harpers made themselves an enviable reputation abroad by the generosity of their business arrangements with foreign authors. Inasmuch, however, as the first publisher out with a book had the market, some remarkable feats of quick book manufacturing are recorded. Fletcher Harper, for instance, worked three days and nights on Scott's "Peveril of the Peak," after receiving the copy from the packet which brought it across.

#### THE HARPER HOUSE AND COPYRIGHT.

The first letter to the firm on the subject of international copyright was from President Millard Fillmore, and reads:

WASHINGTON, August 9, 1852.

MESSRS. HARPER & BROTHERS:

GENTLEMEN: It has become my duty to consider the propriety of negotiating an international copyright treaty with England, and knowing you must have given some attention to the subject, I shall be happy to have your views, and also to receive from you any arguments you may have in your possession, pro and con, affecting the subject.

I am, your obedient servant,

MILLARD FILLMORE.

The firm answered, expressing itself "content to submit our own interests and opinions to whatever action the good of the country may induce you to take."

It must be confessed, however, that from an independent and critical point of view, the chapter on international copyright neither gives adequate mention of the work of other publishers in that cause or a very accurate account of the relations of the Harper house itself thereto. Certainly the leader of the

movement was George P. Putnam; yet, although a pleasant reference is made to George Haven Putnam, the name of Mr. Putnam, Sr., does not occur.

It is misleading to give the impression that the Harpers had taken the lead at any time in the efforts to bring about international copyright, while it is, of course, an error to state that J. W. Harper was at any time chairman of the Executive Committee of the Publishers' Copyright League. Indeed, it is hardly too much to say that up to 1872, the Harpers, despite their honorable treatment of the individual foreign authors with whom they dealt, had really exerted their great authority and influence to head off the international copyright undertakings. Though assenting to the general principle, they would always find sufficient grounds for objecting to any pending measure. In 1872, for example, they were represented on the Publishers' Committee, and gave a *pro forma* approval to the operations in behalf of the bill that was then pending; but were, nevertheless, represented in Washington by counsel, who presented arguments to show why the bill should not be approved by the congressional committee. The chairman of the committee took the ground, very naturally, that as the publishers were not united among themselves in regard to a copyright measure, the committee could not take action. William H. Appleton was selected as chairman of the Executive Committee of the Publishers' Copyright League. He acted also as chairman of the Joint Committee of the authors and publishers when the two committees sat together. Joseph W. Harper took part in many of the meetings, but never took part in any of the expeditions to Washington, on the ground (and in this he was right) that the previous relations of the house to copyright might make his presence in Washington appear inconsistent.

#### BEFORE THE DAYS OF COPYRIGHT.

Most interesting, however, are Mr. Harper's reminiscences of those days before international copyright. Charles Dickens' first visit to America, for instance, in 1842, had been made primarily in the interests of that movement; but he found our people far from enthusiastic on the subject.

"Trade courtesy" worked well in the main. It was understood that one publisher should submit the work of an author already identified with another house to his first publisher before entering into business relations with him, and generally this "trade courtesy" sufficed. Whenever it came to serious misunderstanding as to priority of right between publishers, cases were submitted to arbitration. The book contains details of this long-exercised "trade courtesy," defined in the present volume in the words of Henry Holt.

For remuneration, authors were, of course, at the mercy of their American publishers. Harper & Brothers paid Charles Dickens as much as £1250 for "Great Expectations"; to Thackeray, £480 for "The Virginians"; to Anthony Trollope, £700 for "Sir Harry Hot-

spur"; and George Eliot was paid as high as £1700 for "Middlemarch." The record books of D. Appleton & Co., Charles Scribner's Sons, Houghton Mifflin & Co., J. B. Lippincott & Co., G. P. Putnam's Sons, Henry Holt & Co., Dodd, Mead & Co. and others would show a similar array of facts and figures, and prove that large sums were paid to authors for the privilege of a few days' priority in publication.

#### THE HARPER MAGAZINES.

The serial publications of the Harpers were the great pride of the original brothers. In June, 1850, *Harper's Magazine* was started, with Henry J. Raymond, afterwards of New York Times fame, as managing editor, but under the personal direction of Fletcher Harper. After six months' trial, the magazine had a monthly circulation of more than 50,000 copies, and three years later 150,000 copies were printed per month. Gradually the magazine evolved a distinctive type, with an appeal to the general reader of average intelligence, rather than the highly cultivated few to whom *Blackwood's* was addressed. Among its earliest contributors were "Porte Crayon" (D. H. Strother), whose quaint descriptions of life in the mountains of Virginia were illustrated by his no less quaint pictures; Jacob Abbott, who wrote on scientific subjects; Lever, Bulwer, Dickens and Thackeray.

*Harper's Weekly*, started in 1857, was, like the monthly, a success from the first. Although by policy independent in politics, it has naturally come closely into contact with the stormy times of our history—the Civil War, the Tweed Ring, the Blaine nomination were issues that had prominent place in its pages. George William Curtis, Wilkie Collins, and Stephen A. Douglas were a few of the early contributors to the *Weekly*. It very soon came under the control of George William Curtis, an editor born, whose great gift of always saying the right thing in the right way at the right time is still vividly real to older readers.

*Harper's Bazar*, a repository of fashion and instruction, was first issued by the house in 1867. Designed as a family magazine for women, it contained from the first number important serials, short stories, domestic essays and poems. "Manners Upon the Road," a series of papers which commenced in the first number and continued weekly for many years, were the work of George William Curtis. They were followed by a series by Thomas Wentworth Higginson, "Women and Men." The magazine was first edited by Miss Booth, and then for many years by Mrs. Sangster.

#### "HARPER AUTHORS."

The list of those who have done work for the Harper house would include almost every author of note in this country and most of the prominent writers of England. Among these not a few have been closely connected with the history of the firm: Henry Mills Alden, editor of *Harper's Magazine*; William Black, whose "Madcap Violet" appeared as a serial in the *Magazine*; Wilkie Collins,

whose books and serials, as well as short stories, were published by the house; S. S. Conant, editor of *Harper's Weekly*; Charles Dickens, whose works were published by the Harpers, and who contributed to the Harper periodicals; William Dean Howells, first a reader for the house, later editor of the "Editor's Study" of the *Magazine*, and a frequent contributor; William H. Prescott, whose correspondence with Fletcher Harper is printed; Charles Reade, who wrote for the *Magazine*; William M. Thackeray, whose "Henry Esmond" and other works were published by the house; Ruskin, George Eliot, and Mark Twain, an old contributor, who eventually gave the firm exclusive publication of his books.

Conspicuous among the writers of short stories for the *Magazine* have been, besides those already mentioned, Richard Harding Davis, Owen Wister, Thomas A. Janvier, Margaret Deland, Miss Jewett, Mrs. H. P. Spofford, Margaret Sutton Briscoe, Octave Thanet, Edward Everett Hale, Constance Fenimore Woolson, G. W. Cable, Ruth McEnery Stuart and Dinah Maria Mulock.

The correspondence between many of these men of letters and the house is an interesting feature of the present volume. Letters in varied vein are given from writers of such different types as John Kendrick Bangs (for several years managing editor of the *Weekly*); Lafcadio Hearn, Zola, Tourguenieff, and Guy de Maupassant. An amusing extract is given from a letter of Owen Wister, who writes, on finding Howells' words commending his stories printed in the *Weekly*: "Praise of Harper's writer in Harper's journal—no matter how sincere—pooh! Don't be angry now. As well might a mamma assure a rich young man that all her daughters were fascinating."

#### "HARPER ILLUSTRATORS."

The art of illustrating was not neglected in the Harper periodicals. Edwin A. Abbey, Du Maurier, Alma Tadema and Howard Pyle did work for them. In 1863 Charles Parsons assumed the management of their art department, after which the exclusive employment and training of artists became an important feature of the house. Parsons, "a dear, kindly soul," "was most enthusiastic when he had a satisfactory drawing," and "ever ready to palliate the shortcomings of an unsuccessful candidate." All those in the group around him eventually became famous. C. S. Reinhart, senior member of staff, in time removed to Paris and became recognized by the best French and English artists. Abbey, of course, achieved a world-wide reputation. J. W. Alexander is now president of the New York Academy of Design. A. B. Frost worked in the office under Parsons' administration, contributing many drawings in his characteristically humorous style to the *Weekly* and *Monthly*. F. V. DuMond, youngest of this group, is now an instructor at the Art Students' League, and held in honorable estimation. Among the many artists who, though working in their own studios, contributed ex-



clusively to the Harper periodicals were Winslow Homer, Augustus Hoppin, Frederic Remington, F. S. Church, Frederick Dielman, R. F. Zogbaum, as well as many of the leading English artists.

#### THE HARPER REORGANIZATION.

With chapters devoted to such contemporaries as Mark Twain, Bangs, Kipling, Weyman, Henry James, Hardy, Janvier and Margaret Deland, we come to the recent period of Harper Brothers, which saw the end of the original Harper regime.

As is often the case with a history of this type—semi-autobiographical—we are given provokingly little light on phases or periods which it would be most interesting to know more about. Take this very downfall and reorganization of the Harper house—what was the cause of such a decline, after a century of such truly brilliant publishing history? Mr. Harper gives the cause in these words, but no details:

I do not feel that the third generation of Harpers should be held responsible for the financial difficulties which necessitated the reorganization of the house in 1900, although it is true that, with the exception of one member of the corporation of the second generation, who remained as president, they were forced to assume that responsibility. There were five Harpers of the second generation who entered the firm in 1869, and of the third generation eleven became associated with the business. While exclusively a family concern, it was customary to treat the young Harpers, as far as possible, alike, paying them liberal salaries, and then leaving them largely to their own devices to display their business capabilities, a policy not always conducive to hard work.

Upon the death or retirement of the members, which amounted to eight in all, capital was withdrawn from the concern without any compensatory addition to the financial resources of the house, and, consequently, the third generation assumed a business financially impaired. The members of the third generation were not ignorant of this condition of affairs, and formal protests were made; but as it became evident that as a family concern it would be impossible to accomplish any substantial improvement, it was concluded, therefore, to turn over the entire property to Col. George Harvey, with full power, for a readjustment.

#### COLONEL HARVEY.

If the book is disappointingly meagre—twenty-five lines in 690 pages—regarding this, the greatest crisis in the history of the house, it makes excellent amends by devoting a long chapter to Col. Harvey himself, its present head. Mr. Harper says: "The present House of Harper is a monument to Harvey's uncommon gifts of reorganization and re-establishment; and there has not been a move made by him which would not have received the hearty endorsement of the original founders of the house." Although, after a full volume of undiluted praise of the men connected with the house, these words lose somewhat of their strength, one feels, in the light of what he has accomplished, the Harper business has had reason to congratulate itself on the acquisition of Col. Harvey.

The latter's own life has been a strenuous one. Born in Vermont in 1864, he was in newspaper work at fifteen, doing everything from writing editorials to setting type on the

St. Johnsbury *Index*. Even at that age interested in politics, he was at fifteen a delegate to the Democratic State Convention, and during the campaign contributed weekly letters to the *Boston Post*. His rise in the newspaper world from then on was rapid, though gained by the most unrelenting kind of hard work. In 1882 he secured a position with the *Springfield Republican*, and the following year went to the *Chicago Daily News*, where within a month he was promoted to be railroad editor at the, to him, munificent salary of \$25 a week. He was then nineteen.

Aged twenty-one, Harvey headed for New York, and applied for work to Pulitzer, who had just bought the *World* and was making a brilliant success with it. Within a year Harvey was made editor of the newly started New Jersey edition of the *World*, made a success of it, dabbled in New Jersey politics, left the *World* to become editor of the *Newark Journal*, and then returned to the *World* as assistant managing editor.

As a lad, Harvey had been physically delicate. At about this time eye strain and overwork forced him to take a vacation. He returned to the managing editorship of the *World*. An amusing incident occurred during a visit of Harvey with Pulitzer, who was then in Beaulieu, France.

The Pulitzers, Arthur Brisbane, Harvey and others were lunching in the open air, when suddenly Mrs. Pulitzer observed to her husband, "Do you realize what day it is?" It was February 16, and thirty years before, on that very day, Pulitzer had left his home in Hungary to seek his fortune, and Harvey was born on the same date. Brisbane exclaimed that it was an evidence of Pulitzer's sagacity that on the day he left home to become the greatest living editor he had prudently arranged to have his managing editor born in Vermont.

Meanwhile, through William C. Whitney, Harvey had become interested in traction affairs; for a while was assistant to Vreeland in the Metropolitan Railroad, and himself built a number of New Jersey trolleys. In 1899 he bought the *North American Review*. Concerning Harvey's taking over the Harper business, however, Mr. Harper gives but this brief passage:

I was introduced to Colonel Harvey in company with my cousin, H. S. Harper, by David A. Munro at a luncheon at the Lawyers' Club, and as a result of that meeting, Harvey soon afterward came to Harper & Brothers as president, accompanied by his very capable lieutenants—F. A. Duneka, F. T. Leigh, and A. D. Chandler.

The bulk of the book forbids consecutive reading, but as a field for most delightful browsing it offers a wealth of publishing and literary reminiscence.

The list of illustrations is meagre only in comparison with the abundance of material the text offers. It includes James, John, Joseph Wesley and Fletcher Harper, John Lothrop Motley, George William Curtis, Henry Mills Alden, still editor of the *Magazine*, who went on duty in 1868; Lew Wallace, Thomas Nast, William Dean Howells, William Black, Edwin A. Abbey, Thomas Hardy, George Du Maurier, Mark Twain and Col. George Harvey.



## THE DUTCH BOOK TRADE CLEARING HOUSE.

A REPORT TO THE AMERICAN BOOKSELLERS' ASSOCIATION BY E. EISELE—A UNIQUE INSTITUTION THAT HAS BEEN REMARKABLY SUCCESSFUL—ITS METHODS AND HISTORY.

IN compliance with a desire expressed at the last yearly meeting of the American Booksellers' Association in New York City, I take pleasure in submitting a report on the methods and history of the clearing house and forwarding agency, which is run by the Dutch booksellers in Amsterdam, under the name "Bestelhuis van den Boekhandel."

Owing to the great amount of detail work connected especially with the retail part of the book trade, and the relatively small profit, comparatively speaking, which is left the world over to the retailer, there has always been shown a tendency to reduce the cost of securing the merchandise to a minimum, especially in those countries where the publishing trade is centralized in a few large cities. In Germany, for instance, where the publishing trade is mainly centralized in three big cities—Leipzig, Berlin and Stuttgart—there is a proviso that all goods sold by the publishers have to be delivered free to the house of an agent at Leipzig. The custom has been established, therefore, that every retailer has his agent at Leipzig to whom he addresses all his orders for the different publishers *en bloc*, and the latter takes care that the orders are collected from the agents of the respective publishers.

Somewhat the same system has been effected by the Dutch booksellers, only, instead of being a private enterprise, the latter is in the hands of the "Dutch Association for the Advancement of the Conditions of the Book Trade." It has become such a powerful organization that its existence is vital to the book trade of that country.

The following notes are taken from the report which Mr. K. Groesbeek of Amsterdam submitted to the International Publishers' Congress at Amsterdam in July, 1910:

In 1868 the members of the Dutch Booksellers' Association appointed a commission from amongst their members to formulate a plan for the amelioration of order deliveries in the book trade. In its report that commission advised the bringing together of all delivery business at one point, under one administration and in one office, under the authority of one manager. This office was to be the property of the book trade association, or of a large number of interested people, with a manager responsible for his acts to a commission selected by the association.

The report of the commission was accepted and the clearing house was founded in 1870 by a company with a capital of \$12,500, divided into 125 shares of \$100 each. The company was to run for thirty years, and provided that every share could be retired at will at the rate of \$120 each. In other words, after thirty years of service, the clearing house

was to become absolutely the property of the association. A 4 per cent. interest guarantee was given to the shareholders in the interim. After a few years of preliminary arrangements, a delay necessitated by the antagonism created by a few firms, who had made a business of representing the various retail dealers, the Clearing House actually started work on the 1st of January, 1874.

In the nearly forty years since the House was established, the original capital has been entirely retired; a mortgage of \$12,000 has been paid and an indemnity of \$4,800 paid to the houses who gave up their commission business. There has been further established an adequate pension and sickness fund for the employees of the house. From 52 firms which used the Clearing House in 1874, the number has gone up to 1696 firms that use it now. The tremendous amount of 6,078,897 kilograms (7000 tons) of merchandise was handled last year, of which about 25 per cent. went to firms in Amsterdam, and 75 per cent. to firms outside. The expense connected with the handling of these goods was 29,202 gulden (about \$12,000); for salaries about \$3,200; for packing material about \$3200. The income from the shipments made, and which has been borne by the 1700 firms, has been nearly 50,000 gulden, or \$20,000. The shipments are handled by one manager (who was most courteous in allowing me to examine all the details of the house on my last visit to Amsterdam), three clerks, and twenty-eight workmen, who, most of the time, are used in packing the goods or delivering the same to the different firms in Amsterdam. The system is working to such perfection now, that there is no check whatever, necessary or inadequate, outside of the weighing of the packages. The average shipment is one thousand packages of the weight of about 20,000 kilograms (20 tons) a day.

The tariff for the clearing house is very simple and exceedingly low. The members of the Association for the Advancement of the Interest of the Book Trade pay the following charges for every shipment:

An initial charge for each shipment, whether small or large, 7c. in Dutch money, which is \$.028 in American money. Besides, there is charged the following rate for the total weight of the shipments, counted in kilograms, during the year:

(Dutch Money.)				
1 @	1,000 kilograms	..15 cts.	per	10 kilograms.
1,001 @	4,000	..75	"	100 "
4,001 @	10,000	..50	"	100 "
10,001 @	20,000	..25	"	100 "
30,001 @	50,000	..20	"	100 "
50,001 and more	"	..16½	"	100 "

This, by long experience, has been found the most just remuneration for the services.

Amsterdam members of the association get a reduction of 50% on these prices, as their packages are delivered to them open without being repacked or shipped in cases. Dealers who are not members of the association pay an extra 10 per cent. on these prices.

All the shipments have to bear the address

of the final addressee, and have to be delivered free to the Clearing House, which sees that all the packages for the same addressee are packed together without, however, any verification of the contents of each individual package. A small fee is demanded for registry of valuable packages, for which a special receipt is given. Registry can be made whenever desired.

Mr. Groesbeek, in his report, remarks that such clearing houses would be desirable in other countries, and the possibility of making a Clearing House in New York City, as the most important publishing center in this country, does not seem to be too remote. If intelligently handled, the services rendered would be of great benefit to all concerned. The model of the Dutch Clearing House could hardly be improved upon; but American methods might be applied. My idea, if I may make such a suggestion, would be a combination of the German and Dutch systems. As in Amsterdam, a distinction would have to be made between deliveries to New York firms and to dealers out of town.

The New York retail firms would centralize their "pick-up" or stock orders at the Clearing House, which should be centrally located, possibly in the neighborhood of Madison Square, at a certain hour in the morning, say 10 o'clock, which would give ample time to assort the morning mail. At 10 o'clock the representatives of the different publishing houses would call for the orders of all the different retail houses which would thus come to them in one lump, instead of through the many messengers now employed in this service by all the different retail houses in New York. Having all the orders come to him in one batch the clerk of the publishing house can easily and quickly lay out the orders, and within a short time, that is to say, two or three hours, all the orders for all the houses would be ready for delivery to the Clearing House—where they could be called for by the representatives of the retailers. Instead of sending, as is done now by a large number of houses, four to eight messengers in different directions, only one employee would be necessary to bring the orders to the Clearing House and to get the goods when they are delivered by the publishers at the Clearing House. In the afternoon the same thing could be repeated. An extensive use of the telephone by an intelligent switch-board operator, who has some knowledge of the conditions of the book trade in New York, would certainly help to simplify and expedite matters.

The out-of-town dealers, instead of having to use the enclosure services of some good friend in the trade, as they have to do now, would be at liberty to use the services of this Clearing House, and it will come probably cheaper to them, in the long run, than the old way. They will simply write out all their orders to the different publishing houses and send them all in one letter to the Clearing House. The latter will take care that the orders are distributed to the representatives of the publishers and that the packages come

in in time for the shipment in the afternoon. With the reductions of telegraph tolls, in night and day letters, it will be possible for the retailer in distant cities to get his merchandise quicker than ever before.

Another important point to consider is that such a Clearing House, under the auspices of both the publishers and retailers of this great country, would aid the consolidation of their interests, and would be of great benefit to the trade. The Dutch example is the best proof of it.

E. EISELE.

#### THE LACK OF GOOD NEW BOOKS.

THE editorial comment of the PUBLISHERS' WEEKLY last week as to the comparative lack of important books this spring is verified by several publishers. In an interview given by Maynard Dominick, of the Stokes Company to the New York Sun, he says:

"There never was such a dearth of good books on the English market as at the present time, and never so many American publishers absolutely hungry for good stuff as this year. Every leading American publishing house either has or has had its representative in London looking for saleable books, and most of them are simply having trouble for their pains."

Herbert F. Jenkins, representing Little, Brown & Co., of Boston, expressed himself in the same vein.

"The spring list of English publishers is absolutely poverty stricken," he said. "It is lacking in any books of any consequence. Usually the spring lists contain books of importance, historically or biographically, but these are entirely missing this year."

"Another thing that has struck me about these spring lists is the decrease in the number of color books, such as geographies or highly illuminated works. On the other hand, there has been a decided increase in books of poetry and drama. More plays and sketches seemed to be published than ever."

"One curious feature of the English publishing world is the number of American books which were successes last fall in the United States that are being put on the English market now. I may mention Carl Hovey's 'Life of Pierpont Morgan,' Mrs. Burton Harrison's 'Reminiscences,' and Miss Mary C. Crawford's work on Goethe. Among the novelists I notice Louis Joseph Vance's books, some by Jack London, Theodore Dreiser, and Henry Sydnor Harrison's 'Queed,' which promises to repeat in England the success it achieved last year in America."

"I think there is a growing desire on the part of English publishers to try out American authors, particularly if they deal with large themes, New York society or matters of international interest. The American novelist dealing with purely local conditions and writing in the vernacular will not have much call in the English market, I believe."

Mr. Dominick, however, contends that, in point of sales, the first-class English author



maintains the foremost position in both the United States and England.

"The success," he said, "of Mrs. Barclay, Robert Hichens, Phillips Oppenheim, Arnold Bennett, W. J. Locke and others, I think justifies this opinion. It is my impression that it is difficult for the general run of American authors to secure a market in England, although books by Robert W. Chambers, Mrs. Deland and Mrs. Wiggin will always receive a cordial welcome. Now and then some phenomenal success will strike the English market from America, as in the case of 'Queed.' But the growing foreign market for American novels, to my mind, lies in Australia. The Australians like the virile, gripping, active style with the melodramatic features which the American writers give to their books."

#### ENGLISH CATALOGUE—CUMULATED VOLUME.

THE eighth volume of "The English Catalogue of Books" is now ready. It comprises the titles of works published during the five years, 1906-1910, recording over 50,000 books entered under author's names and under subjects or titles—about 110,000 references in all. Particulars of size, price, year of publication and name of publisher are given, and at the end of the volume is a list of names and addresses of publishers of the United Kingdom and principal publishers of the United States and Canada. Telegraphic and cable addresses and telephone numbers have been added when known. The publications of Learned Societies are recorded in an appendix. The volume runs to 1495 pages as against 1328 in the 1901-1905 volume. The trade in this country will be supplied by the office of THE PUBLISHERS' WEEKLY, the American agents for the work.

#### THE PATENT DECISION.

ALTHOUGH Representative Littleton and several others have introduced bills looking to a partial reversal of the decision of the Supreme Court in the Henry vs. Dick patent case, it is said that no legislation will be attempted till the question of a rehearing of the case has been decided by the court.

This rehearing has been applied for by the parties defeated, and because the decision was not rendered by a full court, may be granted.

#### TRADE ASSOCIATIONS.

##### BOOKSELLERS' LEAGUE.

THE annual meeting of the Booksellers' League was held Wednesday evening last at the Hotel Martinique. After the usual excellent League dinner, President Huebsch called on the first speaker of the evening, Mr. Nijhof, of The Hague, the well-known Dutch bookseller and publisher.

This is by no means Mr. Nijhof's first visit to this country, and in English for which he need have made no apology, he contrasted book-trade conditions here and in Holland.

He spoke particularly of the *Bestelhuis*, or "Book Trade Clearing House," Mr. Eisele's excellent description of which is reprinted elsewhere in this issue of the PUBLISHERS' WEEKLY. He also explained how thoroughly prices are maintained in Holland, and referred to the "ominous Rule 13" of the Dutch booksellers' association\* that provides fines, punishments and expulsion for illicit discounting.

Mr. Eisele, of Brentano's, spoke of the "Betterment of Book Store Conditions" in this country, referring continually to German trade practices. He pointed out that in many respects American booksellers were not realizing their opportunities, prefacing his remarks by reading a translation of a circular of the International News Company, which referred forcibly to the indifference displayed by American booksellers in cultivating the sale of books in foreign languages.

Mr. Eisele added that few booksellers made adequate use of the circular material supplied them, and deplored the general absence of complete and accurate follow-up methods of the style of the German "continuations lists." He explained that many German works appeared serially, and that numerous others were year-books, and that of sales of these and similar works the German bookseller kept careful record, soliciting the purchasers each year for re-orders. He added that, so general is this method of keeping trade, that "continuations lists," so-called, are a recognized asset of German bookselling businesses.

He also referred to the German book trade "subscription circulars," printed descriptions of new books of importance provided by the publishers, with blank spaces for subscription signatures appended. These spaces the booksellers and his clerks endeavor diligently to fill by direct canvassing methods similar to those used by our own subscription agents, rather than our booksellers proper. Mr. Eisele said it was not unusual for booksellers, even in small towns, to get in this way one or two hundred subscriptions for important books. All his remarks were suggestive, and were listened to with close attention.

F. Stechert summarized the history of library discounts from 1850 to date, and, although he made no definite suggestions for gaining library business, exhorted the booksellers to refuse the libraries all concessions in discount. He even accused the libraries of looking out for themselves, rather than for the bookseller!

Karl Blacht, of G. P. Putnam's Sons, a newcomer to this country, had something to say of "System in the German Book Trade." He said the Germans sold more books than we did on account of this system, for their stores themselves were far behind ours. He found the average American bookstore more attractive, more comfortable, larger and cleaner than the average foreign bookstore,

\* It might be of interest to recall that the PUBLISHERS' WEEKLY, in its issue for October 15, 1910, translated and reprinted in full the net price rules of the booktrade associations not only of Holland, but of all the various European countries.



and said that the German seemed rather to fear that, if he made his store *too* fine, it would scare away trade. He added that the German didn't understand the Anglo-Saxon liking to "browse" in a bookstore, not always with the immediate intention of buying; he thought here the Germans made a mistake. He also referred to the fact that the German bookseller's work is made easier for him by having so much of his stock, fifty per cent. or more, "on sale."

#### REPORT OF BOARD OF MANAGERS.

The Board of Managers had previously presented the following report for the year:

#### To the Members of the Booksellers' League:

The Board of Managers beg to submit this, their seventeenth Annual Report, of the condition and work of the League during the past year. Our membership now numbers 243 in good standing, showing a net loss for the year of five members, due to the deaths of two veterans, Cass Richardson and John H. Dingman, and the resignation of three because of change of residence.

The report of our treasurer is as follows:

Cash on hand Feb. 1, 1911.....	\$516.31
Received for dues.....	1055.00
Received for extra dinner tickets....	160.00
Received for one copy "History of the Booksellers' League".....	1.20
	<hr/> \$1732.51
EXPENDITURES.	
Six monthly dinners.....	\$1158.11
Printing, postage and miscellaneous.	195.01
Cash now on hand.....	379.39
	<hr/> \$1732.51

While this balance is something over one hundred dollars short of last year's, it is quite ample for our requirements; we want you to know that this decrease is the surest indication that the dinners have been well attended. Your Board of Managers, and particularly Mr. Wessels, chairman of the Entertainment Committee, feel complimented by the large attendance at each gathering, because of their efforts to make every dinner an enjoyable event. Our yearly dues of five dollars were wisely fixed years ago to cover running expenses only, without permitting us to run into debt or to accumulate a dangerously large balance.

Mr. C. E. Bonnell, manager of the Employment Bureau, reports that he has had on file during the year over one hundred names of applicants desiring positions and twenty-five requests only from the trade for help. Our Employment Bureau is a good institution, and we hope every member will endeavor to increase its efficiency.

#### DINNERS.

We have gathered at six dinners this year. The greatest of these was the May dinner, held jointly with the American Booksellers' Association, which proved a record-breaker for attendance. The Booksellers' League has a special interest in the success of this annual booktrade banquet, because many of our members are also members of the Booksellers' Association, and besides the burden of preparation for this great dinner has fallen largely

to our officers and members—the last one being in charge of our own reliable Mr. Wessels. The benefit derived from this dinner makes every one feel that the extra cost of the ticket is insignificant. After a recess of four months during the summer season we began our fall and winter series of dinners on October 18. Our chief guest that evening was Lawrence Harris. His address, illustrated with stereopticon, conveyed much inside knowledge concerning the inhabitants of Morocco—information not usually found in print. Mr. Willard Huntington Wright, of the Los Angeles *Times*, a visitor, gave an interesting impromptu talk about the prosperity of the booktrade in Los Angeles. Addresses were also made by two of our own members, Mr. Chapman and Mr. Shoemaker. This was our last dinner given at the Aldine Club. When the steward informed us of an advance in price per plate your Board of Managers determined upon a change to the Hotel Martinique, where the remainder of the dinners have been served. Our next dinner was held November 15. The guests of that evening were John B. Sears, last survivor of Brook Farm, who described the simple and congenial life of an experiment too good to succeed in this world, and Dillon Wallace, whose topic was the scarcity of beef, and as a means of reducing the high cost of living suggested that beef-eaters might cultivate an appetite for elk meat. As usual no dinner was given in December, it being one of the busiest months of the booktrade. The January dinner was held on the 17th. Our guests were André Tridon, Herbert G. Stockwell and Ernest Eisele, whose addresses pertaining to the booktrade were particularly interesting and instructive. William Stanley Braithwaite read an original poem. On February 21 the ladies were again given the yearly opportunity to eat, drink and be merry with us, a large number of the fair sex being present—more than was expected considering the bad weather. Among their honored guests were Mrs. A. Growoll and Miss Growoll. Mrs. Frederick Leypoldt, Jr., entertained with ballad singing, and Mrs. Frederic C. Howe's satirical monologue on anti-suffrage was exceedingly humorous and greatly enjoyed by all. Charles Rann Kennedy read two chapters from the Bible with such dramatic effect as would make the toughest sceptic "sit up and take notice." Mr. Joseph Fels began his address on the single tax issue by hinting that his naphtha soap might be of value in cleansing the morals of the booktrade, and Rupert Hughes, author of "Excuse Me," humorously outlined the history of the drama. This closed our series of social dinners. A. G. SEILER, *Secretary*.

The following were elected to the board of managers for the three-years' term: B. W. Huebsch, E. Byrne Hackett, John A. Holden, Henry Hoyns, James Macdonald and E. Eisele. Charles C. Shoemaker, of Philadelphia, was unanimously elected president of the League for the ensuing year. After most cordial votes of thanks to the retiring officers

for their efficient work during the past year, and remarks by the newly elected president, the meeting adjourned.

*BOOKSELLERS' ASSOCIATION OF PHILADELPHIA.*

THE monthly dinner of the Booksellers' Association of Philadelphia was held at the Franklin Inn Club, Thursday, March 14, and was well attended. The speaker of the evening was Frank H. Green, Professor of English Literature, State Normal School, West Chester, Pa. His subject was "Literary Rambles About Boston," and his interesting talk and inexhaustible fund of stories kept everyone interested from beginning to end.

OBITUARY NOTES.

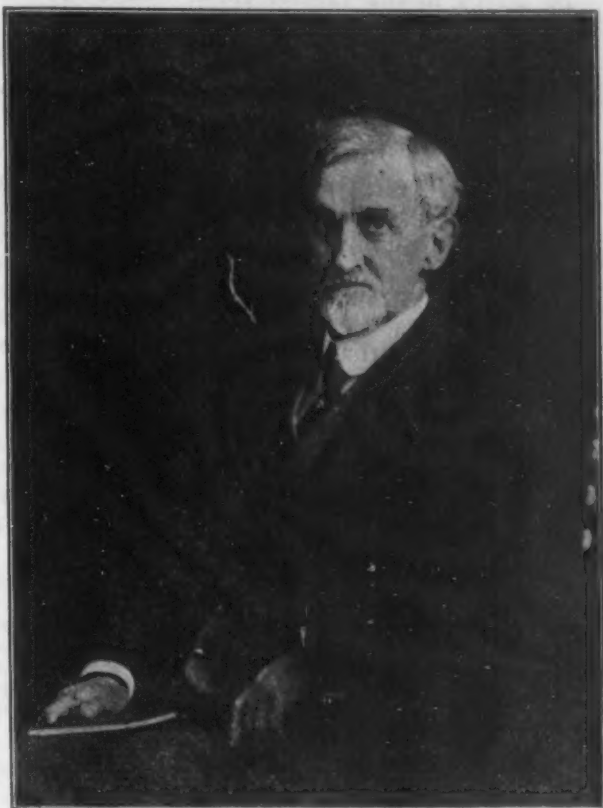
*HENRY LEE MASON.*

HENRY LEE MASON, head of the house of J. R. Weldin & Co., of Pittsburgh, died suddenly in that city on Saturday, March 15. He was stricken with paralysis in the morning and passed away the evening of the same day. Mr. Mason, who was born in Pittsburgh, was for sixty years closely associated with the well-known firm of J. R. Weldin & Co. In March, 1852, the business started by his uncle, Josiah R. Weldin, at 63 Wood Street, a small concern, with but three employees. By 1860 their expanding trade required larger quarters, and they moved to 101 Wood Street. In 1866, Mr. Mason purchased a half interest in the firm, and when Mr. Weldin died, in 1872, he became the sole proprietor. During the past forty years, J. R. Weldin & Co. have always maintained their high standing in the trade, buying out at different times several other Pittsburgh concerns, and thus adding to their importance as one of the "institutions" of Pittsburgh.

Although J. R. Weldin & Co. have had long years of continuous success, Mr. Mason passed through several severe trials. In January, 1889, a terrific cyclone struck the unfinished seven-story building in the rear, forcing the walls over on the Weldin establishment and completely wrecking it, as well as several adjoining buildings. Sixteen persons were killed, two of them were his employees. While rebuilding after the destruction caused by the cyclone, temporary quarters were secured for the retail department in Diamond Street, and for the wholesale department in Second Avenue. On March 11, 1891, just two years after the first disaster, the store was completely destroyed by fire, but with undaunted courage he immediately opened up nearby in Diamond Street until the old quarters in Wood Street were rebuilt and ready for occupancy. By July the business was back at its old stand—99 and 101 Wood Street (its present location)—although the numbers in late years have been changed to 429 and 431 Wood Street.

Mr. Mason was actively interested in church and philanthropic work in Pittsburgh. He

was a quiet man in manner, almost diffident, yet his many lovable qualities made him many warm friends in the trade. His only son, H.



HENRY LEE MASON

*of J. R. Weldin & Co., Pittsburg.*

Lee Mason, Jr., who has been associated with his father for many years, will continue the business.

ERNEST JARROLD, known to the public under his pen name of "Mickey Finn," writer of tales of homely folk in the tenements, stories of New York life in Bohemia, author of travel sketches in Ireland, for eighteen years a contributor to the columns of the *New York Sun*, died, Tuesday, at Amityville, L. I., of pneumonia. He was born in Essex, England, in 1850, and came to America with his parents, who settled in Rondout, N. Y., was educated in the public schools of that city and studied music. Then he moved to New York, and made a plucky struggle against hardships before his writings won recognition.

ALBERT FLANAGAN, president of the A. Flanagan Co. of Chicago, died suddenly of heart disease on a railroad train at Fort Wayne, Ind., on March 15th. Mr. Flanagan, for more than twenty years, was engaged in the school book and kindergarten supply business in Chicago. He built up an important publishing list devoted largely to educational books of a popular supplementary character.

EX-GOV. JOHN F. HILL, of Maine, acting chairman of the Republican National Committee, and since 1879 a member of the firm of Vickery & Hill, periodical publishers, died at Boston, March 16.



## PERIODICAL NOTES.

ANOTHER paper, it is rumored, is shortly to be added to the Hearst chain—the *Cincinnati Enquirer*.

THE *Review of Reviews* have leased two floors at 30 Irving Place, New York City. They are moving from Astor Place, where they have been for twenty years.

LOUIS ULSTEIN, perhaps the most important newspaper proprietor in Germany, owner of a string of daily and weekly papers there, arrived in this country last week. He stated he believed there was nothing in the art of printing newspapers that was not known in Germany, but that he was interested to see how we did things here.

THE report of the Butterick Co., publishers of the *Delineator* and six other magazines, for 1911, shows profits of \$739,416, as compared with \$645,816 the previous year. The following figures are shown in comparison with past years:

Year—	Profits.	Divs. paid.
1911 .....	\$739,416	\$439,416
1910 .....	645,816	438,025
1909 .....	473,357	287,730
1908 .....	341,546	180,000
1906 .....	360,511	480,000
1902 .....	726,898	300,000

The profits of the Ridgeway Company, publishers of *Everybody's*, *Adventure*, etc., for 1911 were \$91,922, as against \$126,431 a year ago, out of which dividends of \$50,000 were paid, compared with \$100,000 the previous year.

## PERSONAL NOTES.

THE marriage is announced of Charles E. Lauriat, Jr., of Boston, to Miss Marian Isabel Bullard, of West Newton, Mass.

At an "Open Table" at the National Arts Club, Monday night, John Robert Gregg, the author and publisher, gave some interesting travel experiences.

## LITERARY AND TRADE NOTES.

A NEW and enlarged edition of "In the Guiana Forest," by James Rodway, will appear shortly under the imprint of A. C. McClurg & Co.

THE CENTURY Co. announces for spring issue a volume by John Muir on "The Yosemite," both a guide-book and a book describing from the viewpoint of a poet and nature-lover the wonders of that region.

"THE MISSION OF VICTORIA WILHELMINA," the story of the temptation of a young girl who comes to New York from her native village, by a new writer, Jeanne Bartholow Magoun, will be published shortly by B. W. Huebsch.

"SOCIALISM AND THE GREAT STATE; ESSAYS IN CONSTRUCTION," announced for April publication by the Harpers, is a broad survey of socialism by a number of prominent writers: H. G. Wells, Lady Warwick, Sir E. Ray Lan-

kester, Cicely Hamilton, Herbert Trench and others.

THE publication of Madame Montessori's own book on her revolutionary system of primary education, promised for March by the Stokes Company, has been put off till April, because Dr. Montessori has been sending over new material as the fruit of her experiments during the present school year.

THIS spring will see L. W. Page's "Roads, Paths and Bridges" added to the Sturgis & Walton Co.'s *Young Farmer's Practical Library*. Mr. Page is Chief of the Office of Public Roads, U. S. Department of Agriculture, naturally an expert in questions regarding the laying out of roads and paths and the making of bridges.

A. C. BENSON's latest work, "The Child of the Dawn," which the Putnams will publish early in April, is an allegory or fantasy dealing with the hope of immortality. The author does not attempt any philosophical or ontological exposition, but deals with the subject imaginatively, seeking, as he says, "to translate hopes into visions."

THE modern social game is the theme of the latest Bobbs-Merrill novel, "A Man and His Money," by Frederic S. Isham, and its hero, a young man who gives up his millions in order to start again at the bottom. On the upward climb he is beset by many adventures, outwitting, as the menial dog-valet of a charming lady, a Russian prince who attempts to outmatch him in the game of love and war.

HOUGHTON MIFFLIN Co. publish the following books to-day: "Lost Farm Camp," a romance of the Maine woods, by Harry Herbert Knibbs; a study of "Lee the American," by Gamaliel Bradford, Jr.; "Miss John Bull," written and illustrated by Yoshio Markino; a study of "Freight Classification," by J. F. Strombeck; and "Le Morte Arthur," edited by Samuel B. Hemingway of Yale University, in the *Riverside Literature Series*.

LILIAN WHITING, author of "The Brownings: Their Life and Art," has been invited by the Browning Centenary Celebration to join the committee of some fifty representative men and women "who understand the greatness of the world's debt to the genius of Browning," for the meeting to be held in London, in Westminster Abbey, on the centenary day, May 7. Lord Crewe will preside, and among the speakers expected are the Archbishop of Canterbury, Prof. Edward Dowden, Sir Oliver Lodge, Arthur C. Benson, William Watson, and the Bishop of Ripon.

It was lucky that "Cap'n Joe's Sister" was at hand to keep in order that dear old Maine captain who is the hero of Alice Louise Lee's latest novel. Without her the mail packet run by her sentimental, forgetful brother might have come to grief on several occasions. The story of the fortunes of these two, and especially the crisis in their lives when the summer boarders of Muskegus Island sign a petition for a new mail packet and a new captain, is



like Miss Lee's previous novel, "Ma Staples and Her Boys," full of good salt atmosphere, humor and no little excitement. It is published by Stokes.

DOUBLEDAY, PAGE & Co. announce an additional list of books to be published this spring, including "The Real Mrs. Holyer," by Frances Channon; "Pleasures and Palaces," the story of the first attempt of a sophisticated young woman to engineer the mysteries of the kitchen, and what came of it; "William the Silent," by J. C. Squire; "One Look Back," reminiscences of George William Erskine Russell; "The Life of David C. Broderick," by Jeremiah Lynch; and new editions of "Ways and Days Out of London," by Ada Rodman DeMilt, and "The Story of Burnt Njal," by Sir George Webbe Dasent.

Two books on topics of great current importance—"Criminal Responsibility and Social Constraint" and "Suggestion and Psychotherapy"—are published by the Scribners to-day. The first, by the late Dr. Ray Madding McConnell of Harvard University, is divided into three parts: "The Aim of Punishment," "Freedom in Crime," and "Responsibility for Crime." In the second the noted New York neurologist, Dr. George W. Jacoby, popularizes for the intelligent layman a subject as intricate as it is important. He asserts "the influence of the mind in the causation and cure of disease"; but his conclusions with regard to this influence are based purely on scientific facts.

TO-DAY Dodd, Mead & Company have ready "The Mystery of the Boule Cabinet," a detective story by Burton E. Stevenson, who made a reputation some years ago with his "Marathon Mystery" and "The Holladay Case." Also promised for to-day are "The Green Vase," by William R. Castle, Jr.; S. Macnaughtan's novel of English country life, "Peter and Jane"; "The House of Dornell," a volume of essays by Fergus Graham; "A Book of Prayers," by Samuel McComb, co-author of "Religion and Medicine"; and "Children of the Resurrection," a devotional book by Ian Maclaren, author of "The Bonnie Briar Bush." This last named book was ready to be published at the time of the author's death, but was postponed.

ON March 22d and 23d Henry Holt & Company issued some sixteen books for general readers, including Richard Straus' "The Prison Without a Wall"; Miss R. Macaulay's "Views and Vagabonds," a genial satire on "Socialism" and "The Poor," with, as its protagonist, an educated Englishman who, through a sense of duty, has become a blacksmith and married a working-girl; "Patriotic Plays and Pageants for Young People," by Constance D'Arcy Mackay; "Beyond War: A Chapter in the Natural History of Man," by Professor Vernon L. Kellogg, a biological argument for peace; three new volumes in the "Grant Allen Historical Guides," and a seventh edition of "Venice," and nine new volumes in the Home University Library.

FOLLOWING the example of the Holts and some other publishers, the Macmillan house have just put on the market a similar series of popular-priced works of serious merit, under the title of *The Macmillan Standard Library*. It is proposed to include in this "library" only those books which have stood the test of public opinion. All the fields of knowledge will be represented—literature, religion, biography, history, politics, art, economics, sports, sociology and *belles lettres*. *The Macmillan Standard Library* has no fixed bounds. Though selling for but fifty cents each, the books are to be made outwardly as attractive as possible. The binding is substantial, and the dark blue cloth not only pleasing, but serviceable. The books so far included are Archibald Cary Coolidge's "The United States as a World Power"; L. A. Sherman's "What Is Shakespeare?"; Robert Hunter's "Socialists at Work"; and Henry Churchill King's "Rational Living." Those forthcoming include Dr. Shailer Mathews' "The Gospel and the Modern Man"; Thorstein B. Veblen's "Theory of the Leisure Class"; Arnold Haultain's "The Mystery of Golf"; Jacob Riis' "Theodore Roosevelt"; Herbert Croly's "The Promise of American Life"; and Jack London's "Revolution, and Other Essays."

#### BUSINESS NOTES.

ALBANY, N. Y.—Frederick Brothers (George H. and J. Edward), law booksellers, now at 114 State Street, have just purchased 3 Pine Street. Their present quarters have become too small to care for their rapidly growing business, and they are compelled to move. Their new business home is a well-built and substantial three-story and basement residence, which will be occupied, in part, by the firm, the first floor as business offices and the basement for the storage of books, of which they have a large and constantly growing stock. The location, one door from the City Hall, and in close proximity to the State House and to the prospective new county court house, which later is to be erected on the site of the present High School, is regarded as ideal from their purposes. The new owners will take possession on or before the first of May next. Frederick Brothers served a long apprenticeship with Banks & Brothers, and late with Banks & Company, severing that connection nearly six years ago to start in business for themselves.

DALLAS, TEX.—The Dallas Book Company has succeeded the Metropolitan Book Company, 344 Main Street.

ELWOOD, IND.—Bert E. Sneed & Company are successors to F. L. Saylor, drugs, books and stationery.

MOUNT CARMEL, ILL.—C. A. Martin has opened a book and drug store on his own account.

NEW YORK CITY.—The Brunswick Book Co. have just opened a bookstore at 543-545 Fifth Avenue.

NEW YORK CITY.—Sherwoods, Inc., have added a book auction feature to their business at 144 Fulton Street. On Wednesday last, at noon, Mr. Sherwood sold to bidders a small collection of books of the late D. G. Major.

ONTARIO, ORE.—G. S. Watson, formerly in business at St. Anthony, Idaho, has purchased the Ontario Pharmacy of H. Withecombe, and added a selection of books to his stock.

PETERSBURG, VA.—Roper, Hutt & Co. has been incorporated, to deal in books and stationery. Maximum capital, \$25,000. President, W. N. Roper; vice-president, Bartlett Roper, Jr.; and secretary and treasurer, W. N. Hutt.

PRAIRIE CITY, IOWA.—O. W. Draper and Homer Cowman have formed a partnership and purchased the book and stationery business of Len May.

SANDWICH, ILL.—E. Hoffman & Son have purchased the book, news and stationery stock of J. R. Gage.

#### VISITING BUYERS—NEW YORK CITY.

FOR WEEK ENDING MARCH 20, 1912.

P. M. Cassidy, from Milford, Conn.  
S. M. Mead, from Greenwich, Conn.  
Charles R. W. Vient, representing Arthur Letts of Los Angeles, left the Hotel Breslin, March 21.  
L. A. Keating, of the American Baptist Pub. Soc., Philadelphia.  
W. J. Scott, representing T. Eaton Company of Winnipeg, Canada, is at the Belmont Hotel.  
Mr. Johnson, representing F. M. Joslin & Co., Malden, Mass.  
Arthur W. Peace, representing Shepard Co., Providence, R. I.

#### AUCTION SALES.

MARCH 22, 8:15 P.M.—Modern etchings, engravings and mezzotints in colors from collections of Edward C. O'Reilly of New York City. (No. 948, 141 lots.)—*Anderson*.

MARCH 26 and 27, 2:30 P.M.—Catalogue of the library of the late John U. Fraley of New York City. (No. 448, 814 lots.)—*Merwin-Clayton*.

MARCH 27, 28 and 29, 2:30 P.M.—Library of Charles R. Adams of Milwaukee, with some additions. (No. 950, 1185 lots.)—*Anderson*.

MARCH 28.—Private papers of Wm. Meade, Protestant Episcopal Bishop of Virginia, comprising much valuable historic matter. Rare Confederate items, book with Washington's autograph, old New York views, etc.—*Geo. H. Richmond Literature Co.*

MARCH 29, 10:30 A.M., 2:30 P.M.—Library of the late Russel Raymond of New York City. (No. 449, 692 lots.)—*Merwin-Clayton*.

APRIL 1 and 2, 2:30 P.M.—Library of the late Wm. Hepburn Russell of New York City. Collection including history, political economy, industry, etc.; also private collection of rare

Lincolnia. (No. 450, 630 lots.)—*Merwin-Clayton*.

APRIL 4, 10 A.M., 2:30 and 7:30 P.M.—Private library of the late Thos. J. Van Alstyne of Albany, N. Y., with a few additions, comprising historical books, etc.—*Harry Simmons*.

APRIL 5.—The library of the late Theron E. Parsons, colonel U. S. A., chiefly Americana, including scarce New York, Indian, Civil War and other valuable books, autographs, etc.—*Geo. H. Richmond Literature Co.*

APRIL 11.—The library of the late Capt. I. W. Maclay of Yonkers. Rare Americana, books on the Indians, Lincolnia, New York City, choice autographs, etc.—*Geo. H. Richmond Literature Co.*

#### BIBLIOGRAPHIC NOTES.

THE BOSTON BOOK COMPANY sends us "Abbreviations and Technical Terms used in Book Catalogs and in Bibliographies," by Frank K. Walter, vice-director of the New York State Library School. The list is an expansion of Miss Mary Medlicott's "Abbreviations in Book Catalogues," issued first in 1906 as a pamphlet. It has now far outgrown the original list, and has become quite an independent production. The list is only a list of terms in actual use, good, bad or indifferent, and not a code of forms recommended for use. It includes English, French, German, Danish, Norwegian, Dutch, Italian, Latin, Spanish, Swedish terms, and a brief list of places of publication.

#### CATALOGUES OF NEW AND SECOND-HAND BOOKS.

*Joseph Baer & Co.*, Frankfurt a.M., Hochstrasse, 6, Periodicals, magazines, translations and publications of scientific societies. (No. 599, 1716 titles.)

*F. A. Brockhaus*, Leipzig, Querstrasse 16, Monthly list of important new publications of all literatures. (No. 2, 797 titles.)

*Brockhaus & Pehrsson*, Paris, 5 and 7 Rue des Beaux Arts; Leipzig; Bulletin mensuel des publications nouvelles de la librairie Berger-Levrault à Paris. (Nos. 9-10, 9 titles.)

*Dixie Book Shop*, New York City, 41 Liberty Street, Books and pamphlets on railroads, canals, finance, etc. (No. 15.)

—Special collection of rare pamphlets and books on railroads. (No. 14.)

*Francis Edwards*, London, W. Eng., 83 High St., Marylebone, Catalogue of books relating to China and India, etc. (534 titles.)

*G. E. Stechert & Co.*, New York City, 151-155 W. 25th St., Monthly list of new publications in English, French, etc. (February, 384 titles.)

—New publications in English, German, French, etc. (January, 4832 titles.)

*Henry Young & Sons*, Liverpool, Eng., 12 South Castle St., Catalogue of rare and interesting books, comprising Chaucer's works, etc. (No. 429, 44 titles.)



## Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); TL. (32mo: 12½ cm.); Fe. (48mo: 10 cm.). Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

**Abbott, Anstice.** The stolen bridegroom and other East Indian idylls; introd. by G: Smith. N. Y. and Chic., Revell. il. 12°, 75 c. n.

**Alexander, Luther Herb.** Participial substantives of the —ata type in the Romance languages, with special reference to French. N. Y., Lemcke & B., '12. c. 12+163 p. (2 p. bibl.) O. pap., \$1.25 n.

**American Academy of Political and Social Science.** China; social and economic conditions. Phil., The Academy, '12. c. 5+229 p. O. (The annals.) pap., \$1.

**Angellotti, Marion Polk.** The Burgundian; a tale of old France; il. by B. J. Rosenmeyer. N. Y., Century Co., '12. c. 363 p. D. \$1.30 n.  
France in time of Charles vi. is the scene. Rosamonde de Barbazan, ambitious, proud and beautiful, dons boy's clothes and establishes a reputation as the best swordsman in Provence. Then, putting aside masquerading, goes to Paris, where she stirs men of all degrees by her beauty. She plays for high stakes, but in the end finds that love not ambition is the only thing worth while.

**Barnes, Mary Clark.** Early stories and songs for new students of English. N. Y. and Chic., Revell. il. 16°, 60 c. n.

**Bennett, Enoch Arnold.** The matador of the Five Towns and other stories. N. Y., Doran. c. 420 p. D. \$1.20 n.

Short stories. Contents: The dog; Elixir of youth; Baby's bath; Jock-at-a-venture; Death of Simon Fuge; Matador of the Five Towns; The feud; Lion's share; Silent brothers; Beginning the new year; His worship the goosedriver; The idiot; Nocturne at the Majestic; Mimi; From one generation to another; Murder of the mandarin.

Polite farces for the drawing-room. N. Y., Doran. 97 p. D. bds., \$1 n.

Contents: The stepmother; A good woman; Question of sex.

**Berle, Adolf A., D.D.** The school in the home; talks with parents and teachers on intensive child training. N. Y., Moffat, Yard, '12. c. 210 p. D. \$1 n.

Author is professor of applied Christianity, Tufts College. Contents: Language the instrument of knowledge; Mind fertilization; Questions and answers; Elimination of waste; Harnessing the imagination; Mental self-organization; Breeding intellectual ambition; Pleasures of the mind.

**Bjerkens, V., and others.** Dynamic meteorology and hydrography. pt. 2, Kinematics. Wash., D. C., Carnegie Inst., '11. 7+175 p. figs. Q. (Carnegie Inst. of Washington pubs.) pap., with atlas of 60 charts, \$6.

**Bleininger, Alb. Victor.** The effect of heat upon clays. Indianapolis, T. A. Randall & Co., '11. c. 59 p. 12°, \$2.

**Böhme, Margarete.** The department store; a novel of to-day; tr. from the German by Ethel Colburn Mayne. N. Y., Appleton, '12. c. 466 p. D. \$1.30 n.

Story revolves about a great department store, and pictures the lives and fortunes of the vast mass of workers associated with it. Heroine is an orphan, who is first met as a child when the store is started by a friend of her guardian's, and whose career is followed, sometimes in comfort, sometimes in squalor, a poor salesgirl in the store, and finally engaged to the proprietor's son.

**Borrow, G: H:** Letters of George Borrow to the British and Foreign Bible Society; ed. by T. H. Darlow; published by direction of the Committee. N. Y., Doran, '12. 471 p. 8°, \$3 n.

**Bradford, Gamaliel, jr.** Lee the American. Bost., Houghton Mifflin, '12. c. 16+324 p. pors. O. \$2.50 n., bxd.

Book is result of exhaustive study of practically all the available records. Beginning with the chapter upon Lee before the war, author deals in succeeding chapters with The great decision; Lee and Davis; Lee and the Confederate government; Lee and his army; Lee in battle; Lee as a general; Lee's social and domestic life; Lee after the war, etc. Index.

**Brentwood, Evelyn.** Hector Graeme. N. Y., J: Lane, '12. 352 p. D. \$1.25 n.

Picture of military life in India. Hector Graeme is an English officer, given to strange fits of unconsciousness, during which he shows extraordinary psychic powers. He is ambitious and unscrupulous, with the desire but not the ability to become a Napoleon. The lives of two women are ruined by him and he himself is killed in battle.

**Brown, Stephen J., ed.** A guide to books on Ireland. pt. 1, Prose literature, poetry, music and plays. N. Y., Longmans, '12. 17+371 p. D. \$2 n.

Intended as a guide to all books dealing with Ireland published up to November, 1911. This does not include pamphlets, except a few which have become historic and some others which are still "actual." Books in the Irish language are not included. Descriptive notes are given.

**Bury, G. Wyman, ["Abdullah Mansûr," pseud.]** The Land of Uz. N. Y., Macmillan, '11. 28+354 p. pls. fold. map, O. \$2.75 n.

Southern Arabia, the Land of Uz, is little known to Europeans. Author spent some ten years in intimate association with the people of the country, and here tells of his experiences. Pt. 1 contains brief description of tribes and sultanates in the Aden "Protectorate," from official standpoint, giving some account of England's relations with them. Pt. 2 deals with remoter tribes of the Aden hinterland.

**Butler, N: Murray.** Why should we change our form of government?; studies in practical politics. N. Y., Scribner, '12. c. 14+159 p. D. 75 c. n.

Addresses are based on a conviction that human history and experience are teaching lessons of permanent significance; that the civil liberty of the individual is at all hazards to be protected by fundamental



law against the attacks of temporary majorities, and that the representative republic erected on the American continent under the Constitution of the United States is a more advanced, a more just, and a wiser form of government than the socialistic and direct democracy which it is now proposed to substitute for it. Index.

**Carnegie Institution of Washington.** Year book no. 10, 1911. Wash., D. C., Carnegie Inst., '12. 16+296 p. pls. Q. \$1.25; pap., \$1.

**Case, Shirley Jackson.** The historicity of Jesus; a criticism of the contention that Jesus never lived; a statement of the evidence for His existence, an estimate of His relation to Christianity. Chic., Univ. of Chic. c. 7+352 p. D. \$1.50 n.

Sets forth evidence of the historic reality of Jesus' existence upon earth, surveying the characteristic features of more recent opinion on the subject and examining in detail the views of those who deny His existence. Practical bearing of discussion is indicated by briefly considering Jesus' personal relation to the founding of the Christian movement and His significance for modern religion. Indexes.

**Chapman, J. Wilbur, D.D.** The personal touch; inspiration for Christian workers. N. Y. and Chic., Revell. 12°, 50 c. n.

Power; "Received ye the Holy Ghost?" N. Y. and Chic., Revell. 16°, bds., 50 c. n.

**Clark, H. W.** Toward a perfect man. N. Y. and Chic., Revell. 12°, 75 c. n.

**Copping, Arth. E.** A journalist in the Holy Land; glimpses of Egypt and Palestine; il. by Harold Copping. N. Y. and Chic., Revell, '12. 14+248 p. O. \$2 n.

Informal account of a visit to Egypt and Palestine. It endeavors to recall what the author himself saw and to remind other travellers of their own trips as well as to stir the desire of those that have never been to see these wonderful countries. Index.

**Creevey, Mrs. Caroline A.** Harper's guide to wild flowers. N. Y., Harper, '12. c. 554 p. il. O. \$1.75 n.

Guide to flowering plants of Atlantic seaboard, New England, the middle States, and to limited extent of southern States. Book gives flowers grouped according to color, habitats of plants, and a flower calendar. Glossary. Index.

**Cubberley, Ellwood Patterson.** The improvement of rural schools. Bost., Houghton Mifflin. c. 9+75 p. D. (Riverside educational monographs; ed. by H. Suzzallo.) 35 c.

Author is professor of education, Leland Stanford Junior University.

**Currier, Alb. H.** The present day problem of crime. Bost., Badger. c. 179 p. D. \$1 n.

Problem of crime as related to prisons and prison discipline, to administration of criminal law, and to the labors of philanthropists for the prevention of crime and reformation of criminals.

**Curwood, Ja. Oliver.** Flower of the north; a modern romance. N. Y., Harper, '12. c. 307 p. D. \$1.30 n.

Tells of the struggles of the hero to carry out his plan for the development of the Hudson's Bay region, in spite of treachery, and of the mystery surrounding a beautiful, cultured girl whom he rescues from kidnappers. The action is swift and adventure follows hard upon adventure to the satisfactory ending.

**Danish fairy tales;** tr. by J. Grant Cramer. Bost., Badger. c. 122 p. D. \$1 n.

Contents: Peliades; Peter Ox; Green knight; King's capital; Princess in the coffin; Merry wives; Treas-

ure; Old man who had a large family; Hans and Gretchen; Miracle; Wizard's daughter; White dove; Dreams; Reward of good deeds.

**Driver, Canon S. Rolles, and Kirkpatrick, Dean Alex. Fs.** The higher criticism; four papers. New ed. N. Y., Doran, '12. 88 p. 12°, 50 c. n.

**Dubois, Paul.** The education of self (L'éducation de soi-même); auth. tr. by E. G. Richards. N. Y., Funk & W., '11. c. 349 p. D. \$1.50 n.

This edition of Dr. Paul Dubois's "L'éducation de soi-même" is a new translation, made in 1911 from the latest French edition. It supersedes a translation of the same work, which was published by the Funk & Wagnalls Co. in 1909, under the title "Self-control and how to secure it." For notice, see "Weekly Record," P. W., Apr. 10, '09.

**Dukes, Ashley.** Modern dramatists. Chic., [Dramatic Pub., 542 S. Dearborn St.] 6+310 p. D. \$1.50.

Critical study of modern European theatre. Contents: Modernity and the dramatist; Influence of Ibsen; Scandinavia: Björnson, Strindberg; Germany: Sudermann, Hauptmann, Wedekind; England: Shaw, Barker, Galsworthy; Austria: Schnitzler, von Hofmannsthal; Russia: Tolstoy and Gorky, Tchekhov; France: Copus, Brieux; Belgium and Holland: Maeterlinck, Heijermans; Italy: D'Annunzio; Summary; List of plays. Index.

**Eggert, Rob.** The Log House Club. Phil., Winston, '11. c. 279 p. 12°, \$1.

**Elliott, C. Gleason.** Engineering for land drainage; a manual for the reclamation of lands injured by water. 2d ed., rewritten. N. Y., Wiley, '12. c. 16+339 p. il. tabs., diagrs., 12°, \$2.

**English (The) catalogue of books** (including the original "London" and "British" catalogues), giving in one alphabet, under author, title and subject, the size, price, month and year of publication, and the publisher of books issued in the United Kingdom of Great Britain and Ireland. v. 8, January, 1906, to December, 1910. [N. Y., Publishers' Weekly,] '11. 1495 p. Q. hf. leath., \$27.50 n.

Over 50,000 books are recorded, entered under authors' names, subjects and titles, making about 110,000 references. Since 1908 fore-names of authors have been given in full in main entries, resulting in an occasional want of uniformity, but not sufficient to lessen in any way the ease of reference. Names and addresses of publishers in the United Kingdom are at end of volume, followed by those of principal publishers of United States and Canada.

**Eulalia, Infanta of Spain, Comtesse de Avila.**

The thread of life; auth. tr. from the original French. N. Y., Duffield, '12. c. 285 p. por. D. \$1.25 n.

Appearance of this book in Spain was prohibited by the author's nephew, King Alfonso. It is a series of essays on the vital topics of the day, in which the Spanish Princess takes so independent and radical a position, especially on the subject of divorce, as judged by Spanish Court standards, that she was threatened with the loss of her titles and the income hitherto granted her by the government.

**Fergusson, J. Coleman.** Fergusson's percentage unit of angular measurement, with logarithms; also a description of his percentage theodolite and percentage compass; for the use of surveyors, navigating officers, civil and military engineers, universities and colleges. N. Y., Longmans, '12. 67+666 p. Q. \$20 n.

**Forsyth, P: Taylor, D.D.** Religion in recent art; expository lectures on Rossetti, Burne-Jones, Watts, Holman Hunt and Wagner; with 8 illustrations. 3d ed., with added chapter on art, ethics and Christianity. N. Y., Doran. 342 p. 8°, \$3 n.

**Francatilli, Charles Elmé.** The modern cook; ed. by C. Herman Senn. N. Y., Macmillan, '11. 11+546 p. O. \$3 n.

**Fritz, Rose L., and Eldridge, E: H.** Expert typewriting; a complete course in touch typewriting, consisting of forty carefully graded lessons. N. Y., Am. Book Co. c. 91 p. figs. Q. 85 c.; Forms, 25 c.

**Galsworthy, J:** The pigeon; a fantasy in three acts. N. Y., Scribner, '12. c. 80 p. D. 60 c. n.

The "Pigeon" is an artist who houses and gives money to all sorts of vagabonds who impose upon him. His daughter, Ann, is usually carefully looking after her father, but in spite of her admonitions, and, in spite of the fact that she compels him to move, as they are leaving their studio he gives his new address to three of his worst tormentors.

**Hall, Rev. C: Mercer.** The little valleys; short devotional considerations for meditation in simple form. N. Y., Longmans, '12. c. 12+137 p. D. 80 c. n.

Author is rector of the Mission Church of the Holy Cross, Kingston, N. Y.

**Hamilton, Clarence Grant.** Sound and its relation to music. Bost., Ditson. c. 150 p. D. \$1.25.

Author is associate professor of music at Wellesley College.

**Hardy, Rev. E: J:** The unvarying East; modern scenes and ancient Scriptures; with 24 illustrations. N. Y., Scribner, '12. 287 p. O. \$2 n.

Book is intended to bring the life of Palestine and Egypt so vividly before the reader that the Bible stories will take on a new significance. The cities, agriculture, business, children, customs, disease, death and burial, clothes and ornaments, dwellings, etc., are intimately described by one who has lived in the countries. Index of names and subjects. Index of Scripture references.

**Harvey, W: Morgan, comp.** Frisco lines; tables of ton-miles and coal computations. Chic., Faithorn Co. c. 202 p. 8°, \$4.

**Herrick, G: F:, D.D.** Christian and Moham-medan; a plea for bridging the chasm. N. Y. and Chic., Revell. il. 12°, \$1.25 n.

**Holiday, Carl.** The wit and humor of colonial days, (1607-1800.) Phil., Lippincott, '12. c. 319 p. (7 p. bibl.) D. \$1.50 n.

Acting professor of English, Vanderbilt University, traces American humor, the most distinguishing characteristic of our nation, as well as literature, back to colonial times, believing that we are indebted to these first comers for it. This volume covers the period from the first settlement to the opening of nineteenth century. Author hopes at some future time to bring the history down to date in two other volumes.

**Hughes, Rupert.** The old nest. N. Y., Century Co., '12. c. 178 p. front. S. \$1 n.

Simple story of an old father and mother left alone in the big house once full of boys and girls, now out in the world and too full of their own concerns to visit the old people. Then the end brings the joy and satisfaction the two old people have longed for. By author of "Miss 318."

**Jaekel, F: Blair.** Windmills and wooden shoes. N. Y., McBride, Nast & Co., [31 E. 17th St.] '12. c. 12+419 p. pls. D. \$1.10 n.

Author of "Lands of the tamed Turk" writes here of Holland in a forceful and humorous style. Illustrations are from photographs. Index.

**Johnson, Valentine E:** The gyroscope; an experimental study from spinning-top to mono-rail. N. Y., Spon & C., '11. 52 p. il. 12°, (S. & C. ser.) 60 c.

**Johnston, C:** Why the world laughs. N. Y., Harper, '12. c. 388 p. pls. O. \$1.50 n.

Tells what different nations laugh at, giving examples in each case. Contents: Grimly humor of John Chinaman; Mongolian music comedy; Humor in Japanese style; Humor of India; Gentle gales of Persian jests; Humor of Greeks; Old High German jokes; Russian and Tartar; Central figure of English humor; Essence of American humor, etc.

**Jones, Harry Clary, and Strong, W: Walker.**

The absorption spectra of solutions of comparatively rare salts, including those of gadolinium, dysprosium, and samarium, the spectrophotography of certain chemical reactions, and the effect of high temperature on the absorption spectra of non-aqueous solutions. Wash., D. C., Carnegie Inst., '11. 8+112 p. il. pls. diagrs., Q. (Carnegie Inst. of Washington pubs.) \$4.

**Kawakami, Kiyoshi K.** American-Japanese relations; an inside view of Japan's policies and purposes. N. Y. and Chic., Revell. c. 370 p. O. \$2 n.

Work discussing Japan's policies and aims in Corea and Manchuria, and chiefly her attitude toward this country. The author has been for several years a frequent contributor to leading American periodicals. According to Mr. Kawakami it is this country that is "playing the role of a provocateur."

**Kennedy, C: Rann.** The terrible meek; a one-act stage play for three voices; to be played in darkness. N. Y., Harper, '12. c. 43 p. O. \$1 n.

By author of "The servant in the house."

**King, Irving.** Social aspects of education; a book of sources and original discussions with annotated bibliographies. N. Y., Macmillan, '12. c. 15+425 p. D. \$1.60 n.

Author is assistant professor of education, State University of Iowa. Recognizing that the end of education is the preparation of a child to live in society and that in training teachers this social aspect is neglected in favor of too much individualization, as if the child were an isolated unit, Dr. King has prepared this book presenting a course of instruction, first taking up the broader social relations of the various educational forces and, second, dealing with the internal relations of the school as a social group. Index.

**Kirkegaard, J:** A practical handbook of trees, shrubs, vines, and herbaceous perennials; hardy and ornamental varieties, their characteristics, uses, and treatment. Bost., Bul-lard Co., [64 Cornhill.] c. 407 p. pls. O. \$2.50.

Gives simple, easily understood explanations for the amateur or gardener. There are articles on injurious insect pests, adaptability of plants for certain purposes, planting, pruning, spraying and cultivation.

**Kirwan, T:, and Splaine, H:** Memorial history of the Seventeenth Regiment, Massachusetts Vounteer Infantry (old and new organizations) in the Civil War from 1861-1865; issued by authority of the supervisors,



auth. to write and publish the history. Salem, Mass., Salem Press Co., '11. c. 8+402 p. front. col. il. por. plans, 8°, \$2.

**Knowles, C. E.** In quest of gold; being a romance dealing with the remarkable expedition of Ferdinande De Soto and his cavaliers to Florida in the year 1539; il. by Howard M. Nesmith. N. Y., J. Lane, '12. c. 228 p. D. \$1, fixed.

Romance of De Soto's expedition, full of stirring accounts of Indian warfare, hand to hand combats, the discovery of the Mississippi, the wonderful courage and endurance of the Indians, and their intense hatred of the men who invaded their country and made slaves of their squaws and braves.

**Levine, L.** The labor movement in France; a study in revolutionary syndicalism; with an introd. by Franklin H. Giddings. N. Y., Longmans, '12. 212 p. O. (Columbia Univ. studies in history, economics and public law; ed. by the faculty of political science.) pap., \$1.50.

Revolutionary syndicalism is a phase of the general movement towards a reorganization of society on Socialist principles. It is not exclusively a phase of the evolution of Socialism, but is also a development of the French labor movement.

**Love, Ja. Franklin, D.D.** The mission of our nation. N. Y. and Chic., Revell. 12°, \$1 n.

**Lowndes, Mrs. Marie Adelaide Belloc, [Mrs. Frederic Sawrey Lowndes.]** The chink in the armour. N. Y., Scribner, '12. c. 335 p. D. \$1.30 n.

Scene is laid in Paris and Lacville, a small watering place near the capital, where a gambling casino is maintained. Sylvia Bailey, a rich young widow, goes with her friend, Mme. Wolsky, to stay in Lacville. They make friends with a Mme. Wachner and her husband, who are constantly at the casino. After a successful evening Mme. Wolsky disappears, no trace of her being discoverable. Sylvia almost meets the same fate at the hands of the Wachners, and is only rescued at the last moment by a Frenchman and an Englishman, both of whom love her.

**McKeever, W. A.** Farm boys and girls. N. Y., Macmillan, '12. c. 18+326 p. pls. D. \$1.50 n.

Professor of philosophy, Kansas State Agricultural College, discusses such subjects as Building a good life; Time to build; Rural home and character development; Country mother and the children; Constructing the country dwelling; Juvenile literature in the farm home; Rural church for the young people; Transformation of the rural school; Farmer and his wife as leaders of the young, etc. Index.

**Marchant, W. H.** The wireless telegrapher's guide and log-book; with 90 illustrations. N. Y., Macmillan, '12. 147 p. S. \$1.50 n.

**Markino, Yoshio.** Miss John Bull. Bost., Houghton Mifflin, '12. 20+166 p. pls. col. pls. D. \$1.50 n.

Author of "A Japanese artist in London" tells the impressions made upon his mind by English girls and women whom he has known during his years in London. They are given in quaint and picturesque English and illustrated by the author.

**Mateer, Rob. McCheyne.** Character building in China; the life story of Julia Brown Mateer. N. Y. and Chic., Revell. il. 12°, \$1 n.

**Mathews, Shailer, D.D.** Scientific management in the churches. Chic., Univ. of Chic. c. 6+66 p. D. 50 c. n.

Author believes, first, that a church has spiritual

and social functions which can be definitely formulated; and, second, that in organization agencies fit to enable a church to fulfil these functions it is possible to develop genuine efficiency through the adoption of the general principles of scientific management.

**May, Florence.** The girlhood of Clara Schumann (Clara Wieck and her time). N. Y., Longmans, '12. 12+340 p. por. O. \$3.50 n.

Clara Josephine Wieck Schumann was born in 1819 and died in 1896. She was one of the most famous pianists of her time, her playing of Chopin and compositions by Robert Schumann, her husband, being particularly notable. Book shows her relation to a clearly defined period in creative and executive musical art. List of Schumann's published works. Index.

**Meyer, Hermann H.** Bernard, comp. Select list of references on employers' liability and workmen's compensation. Wash., D. C., Gov. Pr. Off., '11. 9+196 p. O. pap., 25 c.

**Morgan, G. Campbell, D.D.** Sunrise: "Behold He cometh!" N. Y. and Chic., Revell. 16°, 50 c. n.

**Mundy, Floyd Woodruff, comp. and ed.** The earning power of railroads, 1912; mileage, capitalization, bonded indebtedness, earnings, operating expenses, cost of maintenance, fixed charges, comparative statistics, investments, dividends, guarantees, etc. N. Y., Moody's Mag., Bk. Dept., '12. c. 526 p. D \$2.50.

**Nicoll, Sir W. Robertson.** Expositor's dictionary of texts. In 2 v. N. Y., Doran, '12. 1058; 1063 p. f°, \$10 n.

**Nietzsche, Friedrich Wilhelm.** Complete works: the first complete and authorized English translation ed. by Oscar Levy. In 18 v. v. 17, Ecce homo (Nietzsche's autobiography); tr. by Anthony M. Ludovici; poetry rendered by Paul V. Cohn and others. N. Y., Macmillan, '11. 14+207 p. por. D. \$2 n.

**Parker, Thdr.** The rights of man in America; ed., with a preface, by F. B. Sanborn. [Centenary ed.] Bost., Am. Unitarian Assn., ['11.] c. 490 p. 8°, \$1.

*Contents:* The Mexican war; The administration of President Polk; The state of the nation; The like and the different; The fugitive slave law; An anti-slavery address; The progress of America; The new crime against humanity; The rights of man in America; The present aspect of the anti-slavery enterprise; The present crisis in American affairs.

**Payne, Fk. Owen.** Manual of experimental botany. N. Y., Am. Book Co. c. 272 p. il. D. 75 c.

Author is assistant in biology, High School of Commerce, New York.

**Pears, Sir Edn.** Turkey and its people. N. Y., Doran. 6+409 p. O. \$3.50 n.

Purpose "is to give an account of the present position of the various races which form the population of Turkey; to show how they arrived at that position; and to indicate as far as possible what are the circumstances and influences which are likely to modify their development." Index.

**Pohle, Rev. Jos.** The divine Trinity; a dogmatic treatise; auth. English version, with some abridgment and numerous additional references, by Arth. Preuss. St. Louis, Herder, '12. c. 3-4+297 p. 8°, \$1.50.



**Pollock, Sir F:** The genius of the common law. N. Y., Lemcke & B., '12. c. 7+141 p. D. (Columbia Univ. lectures.) \$1.50 n.

Author is of Lincoln's Inn, barrister at law, London. *Contents:* Our lady and her knights; Giants and the gods; Surrebutter Castle; Enemies in the gate; Rescue and ransom; Perils of the market-place; Perpetual quest. Index.

**Posrednik.** Polsko-Angielski; interpreter for Polish to learn English. Milwaukee, Wis., C. N. Caspar Co. c. '76. 224 p. 12°, bds., 50 c. n.

**Ramsay, S. W. M.** First Christian century; notes on Dr. Moffatt's Introduction to the literature of the New Testament. N. Y., Doran, '12. 195 p. 8°, 75 c. n.

**Rees, Sir J. D.** Current political problems with pros and cons. N. Y., Longmans, '12. 11+423 p. D. \$1.40 n.

Attitude of both Radicals and Unionists towards the political problems of England is given in these discussions. Subjects treated are the navy, army, foreign affairs, India, the colonies, trade relations and tariff reform, the constitution, franchise and representation, Irish home rule, education, disestablishment and disendowment, finance and taxation, Socialism, social reform, rural land reform. Index.

**Ridgeway, Bp. Frederic E:** Calls to service; being sermons and addresses delivered in the diocese of London. N. Y., Longmans, '12. 6+357 p. D. \$1.60 n.

**Roberts, P:** English for coming Americans; second reader; readings and language lessons in history, industries and civics. N. Y., Association Press, '12. c. 212 p. D. bds., 50 c.

**Robinson, Ja. Harvey.** The new history; essays illustrating the modern historical outlook. N. Y., Macmillan, '12. c. 7+266 p. D. \$1.50 n.

Author is professor of history, Columbia University. *Contents:* New history; History of history; New allies of history; Some reflections on intellectual history; History for the common man; "The fall of Rome"; "The principles of 1789"; Conservative spirit in the light of history.

**Salmon, G:** A treatise on the analytic geometry of three dimensions; rev. by Reginald A. P. Rogers. 5th ed. In 2 v. v. 1. N. Y., Longmans, '12. 22+470 p. figs. O. \$3.

**Selwyn, E:** Carus, D.D. Oracles in the New Testament. N. Y., Doran. 452 p. 8°, \$3 n.

**Shakespeare, W:** Works: Tudor Shakespeare; ed. by W. Allan Neilson and Ashley Horace Thorndike. N. Y., Macmillan. c. il. 24°, ea., 25 c. n.; 35 c. n.; leath., 55 c. n. *Contents:* The comedy of errors; ed. by F. Morgan Padelford.

**Skinner, Avery Warner, comp. and ed.** Selections for memorizing; complete, books one, two and three required for the first eight years of elementary schools by the Education Department of New York State. N. Y., Silver, Burdett, '11. c. 150 p. D. 70 c. Compiler is inspector of schools, New York State Department of Education.

**Stephens, Winifred.** Margaret of France, Duchess of Savoy, 1523-74; a biography; with a photogravure front. and 16 other il-

lustrations. N. Y., J. Lane, '12. 42+371 p. (7½ p. bibl.) tabs., O. \$4 n.

Book is outcome of researches in libraries of Paris and Tunis and of travel in France and Italy. Margaret was daughter of Francis I. and sister of Henry II. of France. She married Emmanuel Philibert, founder of Savoyard greatness, and devoted herself to advancing the interests of her husband's country. Much of the work is devoted to her life before her marriage at the gay French court, her persecution of Ronsard, and her friendship with Joachim du Bellay. Index.

**Suzzallo, H:** The teaching of primary arithmetic; a critical study of recent tendencies in method; with an introd. by D: Eug. Smith. Bost., Houghton Mifflin, '11. c. 10+123 p. S. (Riverside educational monographs; ed. by H: Suzzallo.) 60 c. n.

**Swingle, Calvin Franklin, and others.** Standard American cyclopedia of steam engineering; a treatise on the care and management of steam engines, boilers and dynamos. Special exclusive ed. Chic., F. J. Drake, '12. various paging, il. fold. pl. diagrs., 16°, \$8.

**Sylvester, C: Herb., and others, eds.** Progress of nations; an account of the progress of civilization; prepared with the assistance of eminent educators from the leading colleges and universities. Chic., Nat. Progress League, '12. 8 v. (bibls.) col. fronts. il. col. pls. pors. fold. maps, charts, fold. geneal. tabs., 8°, \$29.75.

*Contents:* v. 1-2, Ancient history; v. 3-5, Medieval and modern history; v. 6-8, United States history.

**Talbot, F: A.** Moving pictures; how they are made and worked. Phil., Lippincott, '12. 15+340 p. pls. O. (Conquests of science ser.) \$1.50 n.

By author of "Railway conquest of the world," etc. Tells for the "layman" how the moving picture scenes are concocted. How, for instance, a complete company of players and a menagerie were transported to the depths of California to obtain sensational jungle pictures; how a whole village was destroyed in imitating an Indian raid, and other exciting incidents. It also gives useful information for either novice or expert. Index.

**Taylor, Alb. Reynolds.** Among ourselves; a schoolmaster with his friends at the round tables. Chic., O. P. Barnes. c. 171 p. pls. por. 12°, \$1.

**Taylor, W: M., D.D.** Contrary winds and other sermons. N. Y., Doran, '12. 372 p. 12°, 50 c. n.

The limitations of life and other sermons. N. Y., Doran, '12. 391 p. 12°, (Hodder & Stoughton lib. of standard religious authors.) 50 c. n.

The miracles of our Savior expounded and illustrated. N. Y., Doran, '12. 449 p. 12°, (Hodder & Stoughton lib. of standard religious authors.) 50 c. n.

The parables of our Savior, expounded and illustrated. N. Y., Doran, '12. 445 p. 12°, (Hodder & Stoughton lib. of standard religious authors.) 50 c. n.

**Thomas, Rev. J:** The mysteries of grace. N. Y., Doran, '12. 328 p. 12°, \$1.50 n.

**Thompson, Rev. J. M.** Miracles in the New Testament. N. Y., [Longmans,] '12. 15+236 p. D. \$1 n.

Author is fellow and Dean of Divinity, St. Mary Magdalen College, Oxford.

**Tolstoi, Leo Nikolaevitch, Count.** The forged coupon, and other stories and dramas; ed. by Hagberg Wright. N. Y., T: Nelson & Sons. c. 429 p. front. 12°, \$1.25.

*Contents:* The forged coupon; Alter the dance; Alyosha the Pot; The cause of it all; My dream; The man who was dead.

**Trevelyan, Sir G: Otto.** The American Revolution. New ed. In 4 v. v. 4, Saratoga and Brandywine, Valley Forge, England and France at war. N. Y., Longmans, '12. 12+492 p. fold. map, D. \$2 n.

George the Third and Charles Fox; the concluding part of "The American Revolution." In 2 v. v. 1. N. Y., Longmans, '12. c. 311 p. fold. map, O. \$2 n.

Special interest attaches to work because it presents with elaboration and fair-mindedness an Englishman's view of the struggle between his own country and the future American republic. Work carries Fox to the moment of his greatest personal success. First volume ends with account of Major André and Benedict Arnold's treachery and later life.

**United States Geological Survey.** Relief map of the United States, 20 x 30 (scale 112m-1 in.). Wash., D. C., Off. of Survey, 10 c.

Topographic map of the United States. In sheets 16½ x 20 in. Wash., D. C., Off. of Survey. ea., 5 c.

*Contents:* California: Ludlow quadrangle (Butte Co.) (scale ½ m.-1 in.); Iowa: Knoxville (Marion Co.) Knoxville quadrangle (scale 1 m.-1 in.); Maine-New Hampshire: Kezar Falls quadrangle (Oxford-York Ccs.) (scale 1 m.-1 in.); Montana-Blackfoot (Teton Co.) quadrangle (scale 2 m.-1 in.); Wyoming: Canyon Gallatin, Lake, Shoshone (Yellowstone Nat. Park) quadrangles (scale 2 m.-1 in.).

**United States. War Dept.** Infantry drill regulations, United States army, 1911; with appendix containing interpretations, cuts illustrating the Manual of arms and Manual of the saber and a full index to regulations. [Special ed.] N. Y., Appleton, '11. c. 208+16+15 p. il. pl. obl. 16°, 75 c.

**Vizetelly, Ernest Alfr.** The anarchists; their faith and their record, including sidelights on the royal and other personages who have been assassinated; with 6 illustrations. N. Y., J: Lane, '11. 14+308 p. O. \$3.50 n.

Among the striking episodes pictured are the unsuccessful attempts on the German kaisers and the Spanish kings, the Black Hand rising in Andalusia and the Barcelona outrages, the affair of the Chicago anarchists, the two years' bomb terror which prevailed in Paris, the assassinations of Humbert of Italy, Empress of Austria, and others. Index.

**Vollmer, Rev. Philip.** The life of Christ; a textbook for higher institutions of learning and advanced Bible classes in Sunday schools and other organizations. Phil., Heidelberg Press, [15th and Race Sts.,] '12. c. 19+353 p. map, 8°, \$1.25.

**Wakeford, Rev. J:** Out of the ivory palaces; devotional and doctrinal instructions on Holy Communion gathered out of Holy Scripture and derived from types and teachings in

both testaments. N. Y., Longmans, '12. 63 p. T. 35 c. n.

**Waterbury, Leslie Abraham.** Laboratory manual for the use of students in testing materials of construction. N. Y., Wiley, '12. c. 9+270 p. il. 12°, \$1.50 n.

**Watts, Ralph Levi.** Vegetable gardening. N. Y., O. Judd Co., '12. c. 13+511 p. il. 12°, \$1.75.

**Wells, Preston B.** The story of the English Bible. Louisville, Ky., Pentecostal Pub., c. '11. 204 p. (14 p. bibl.) diagrs, 12°, \$1.

**White & Kemble's atlas and digest of railroad mortgages:** Seaboard Air Line Railway. [N. Y., White & Kemble.] c. 7 p. map, f°, \$10.

**White & Kemble's atlas and digest of railroad mortgages:** Wabash Railroad Company; Wabash Pittsburgh Terminal Railway Co., Wheeling & Lake Erie Railroad Co. [N. Y., White & Kemble,] '11. c. 12 p. fold. map, f°, \$10.

**Wildenbruch, Ernst, i.e., Adam Ernst von.** Das edle blut; Der letzte; ed., with notes, German questions, English exercises, and vocab., by Warren Washburn Florer and M. R. Shelly. Bost., Allyn & Bacon, '12. c. 6+232 p. front. 16°, 60 c.

**Willcocks, M. P.** Wings of desire. N. Y., J: Lane, '12. c. 363 p. D. \$1.30 n.

Woman problem is the theme of this novel. Author shows whether man or woman is the greater loser when going against customs and conventions.

**Willcocks, Sir W:** The irrigation of Mesopotamia; with 46 plates in portfolio. N. Y., Spon & C., '11. 136 p. tabs., diagrs., 4°, and atlas of pls. (partly fold.) f°, \$8.50 n.

**Willis, J: Calvin, M.D.** Elementary physiology; including hygiene, a brief summary of bacteriology, and an outline of means for aiding the injured and preventing disease; for advanced grades. N. Y., Am. Book Co. c. '09-'12. 6+394 p. il. D. 80 c.

**Wing, Jos. Elwyn.** Sheep farming in America. New and enl. (3d) ed. Chic., Breeder's Gazette, '12. c. 368 p. il. por. 12°, \$1.

**Young, Rev. Dinsdale T:** Silver chains; meditations; devotional and expository. N. Y., Doran, '12. 280 p. 12°, 50 c. n.

**Yusuf Ibn Taghri Birdi.** Annals, entitled An-Nujûm az-Zâhira fi Mulûk Misr wal-Kâhira. v. 2, pt. 2; ed. by W: Popper. Berkeley, Cal., Univ. of Cal., '12. 50+297-534 p. Q. (Univ. of Cal. pubs.; Semitic philology.) pap., \$2.50.

**Zorn, Friedrich Albert.** Grammar of the art of dancing; theoretical and practical lessons in the art of dancing and dance writing (choregraphy), with drawings, musical examples, choregraphic symbols and special music scores; tr. from the German; ed. by Alfonso Josephs Sheafe. In 2 v. Bost., [The Author, 883 Boylston St.] c. '05. 18+302; 37 p. por. figs. Q. \$10.



# The Publishers' Weekly

## Subscription Rates

One year, postage prepaid in the United States, \$4.00; foreign, \$5.00.  
Single copies, 10 cents. Educational Number, in leatherette, 50 cents; Christmas Bookshelf, 25 cents.

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Higher rates are charged for the Summer Reading, Educational Number and Christmas Bookshelf, and for the monthly Book Review supplement sections.

Advertising copy should reach us Tuesday noon—earlier, if proof is desired out-of-town. Forms close Thursday noon.

Under the heading "BOOKS WANTED" booktrade subscribers, under their own names, are given five nonpareil lines (exclusive of address) free advertisement for books out of print in any issue except special numbers, but not exceeding 100 lines a year. If over five lines are sent the excess is at 10 cents a line. Books not out of print, repeated matter, and all advertisements from nonsubscribers cost 10 cents a line. Objectionable books are excluded so far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY, does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privilege of advertising should occasion arise, booksellers should take usual precautions in extending credit.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

Under "BOOKS FOR SALE" or for other small undisplayed advertisements, the charge is 10 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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## CLASSIFIED ADVERTISING

One line, \$5; two, \$8; three, \$12; four, \$15 a year.

### BOOK MANUFACTURING

#### COMPLETE BOOK MANUFACTURING

**Braunworth & Co.**, 16 Nassau St., Brooklyn, N. Y.  
Near Brooklyn Bridge  
Composition, electrotyping, printing and bookbinding.  
Large and complete facilities for Book making.  
Write for representative to call.  
Consultation invited.

**Barr Printing House**, Frankfort and Jacob Sts.,  
New York. Complete facilities for composition,  
electrotyping, presswork and binding.

**The De Vinne Press**, 395 Lafayette St., New York.  
Fine Book Work, Illustrated and Plain.  
Privately Printed and Limited Editions.  
Magazines and Catalogues of All Descriptions.  
Electrotyping, Cloth and Pamphlet Binding.

**Isaac Goldmann Co.**, 200-204 William Street, New  
York. Up-to-date Equipment for printing of every  
description. Composition in all Modern Languages.  
Presswork on Rotary, Cylinder and Harris Presses.

**William G. Hewitt**, 61-67 Navy St., Brooklyn, N. Y.  
Manufacturer of books, catalogs and magazines at the  
best competitive prices. Composition, electrotyping,  
stereotyping, presswork and pamphlet binding.

Write to **L. H. Jenkins**, Richmond, Va., for the  
manufacture of books, composition, printing or binding.  
Large plant devoted exclusively to edition work.  
Work for publishers a specialty. Right prices.

**The Knickerbocker Press**, New Rochelle and 2  
West 45th Street, New York (G. P. Putnam's Sons).  
Extensive and up-to-date facilities for every description  
of printing, binding and general book-manufacturing.

**J. B. Lyon Company**, Albany. Law and subscription  
book makers. General printers. Twenty-five  
composing machines, forty presses. Complete electro-  
type and stereotype foundries and binderies

**The Merrymount Press**, D. B. Updike, 232 Summer  
St., Boston, undertakes all classes of printing which  
demand fine types, good press-work, accurate proof-  
reading and tasteful typographic treatment.

**The Norwood Press**, Norwood, Mass.  
J. S. CUSHING Co., Composition and Electro-  
BERWICK & SMITH Co., Presswork  
E. FLEMING & Co., Binding.  
New York Office: N. J. SMITH, 32 Union Square.

**The Plimpton Press**, Norwood, Mass., New York  
Office, 70 Fifth Ave. All kinds of Book Printing.  
Binding in Cloth and Fine Leather. "Perfect Book-  
making in its Entirety."

**J. F. Tapley Co.**, 531-535 West 37th St., New York.  
Complete Edition bindery for cloth and leather work.  
No order too large or too complicated for us—"Tap-  
lex" Bindings.

**The Trow Press**, 201-213 E. 12th St., New York.  
Modern machinery and large facilities for complete  
manufacturing of books and magazines. Composition,  
electrotyping, presswork and binding all under one  
roof. Also fine color work and high grade catalogs.

#### COMPOSITION AND PRESSWORK

**The Rockwell & Churchill Press**, 291-293 Con-  
gress St., Boston. Book Composition, Electro., and  
Presswork. High grade work; prompt service.

**Scientific Press**, 135-137 Johnson St., Brooklyn, N. Y.  
Music Books; High grade mathematical book work,  
Linotype and Monotype composition. Plate altera-  
tions a specialty.

**Stanhope Press**, F. H. Gilson Company, 54-60 Stan-  
hope St., Boston. Music Books, Mathematical Books  
Composition, Electrotyping, Printing and Binding.

**COMPOSITION AND PRESSWORK—Continued**

**C. H. Simonds & Co.**, 297 Congress St., Boston. Book Composition, Linotype, Monotype. Flat-bed and Perfecting Presswork. Large facilities.

**CLOTH AND LEATHER BINDING**

**The American Book Bindery**, Office, 265 Cherry St., New York. Editions bound in cloth and leather. Capacity, 18,000 books daily. Prompt and reliable.

**Braunworth & Co.**, 16 Nassau St., Brooklyn, N. Y. Near Brooklyn Bridge.

Cloth and Leather Binding in all branches.

Careful attention to detail.

Special methods for promptly handling large editions.

Write and our representative will call.

**The Butler Ward Company**, 497 Pearl St., near Centre St., New York. Cloth and leather editor work.

**Thomas Y. Crowell Co.**, 426-428 West Broadway, New York. Edition binding of all kinds.

**Grady Bookbinding Co.**, 132-142 W. 27th St., New York. Equipped for large runs on time.

**Wm. Koch & Sons**, 61-65 N. J. R. R. Ave., Newark, N. J. (Established 1865.) Extra Cloth and all styles of Leather Bindings. Daily deliveries in New York.

**Eugene C. Lewis Company**, 214-218 William St., New York. Cloth, Leather, Edition and Catalog Binding. Also high-class pamphlet work.

**George McKibbin & Son**, 78-80 Walker Street (near Broadway), New York. FLEXIBLE Leather and Cloth BOOKBINDING a Specialty.

**Pfister Book Binding Co.**, 141-145 East 25th St., New York. Cloth and leather edition work, and job book binding.

**The Trow Press**, 201-213 E. 12th St., New York. Unexcelled facilities for large editions of cloth, leather and pamphlet binding. All under one roof.

**H. Wolff**, 518-534 W. 26th Street, New York. Bindery completely equipped for edition work in cloth, half leather, and full leather. Capacity, 100,000 books per week.

**EXTRA BINDING FOR THE TRADE**

**Henry Blackwell**, 10th Street and University Place, New York. Plain and artistic Bookbinding, in all varieties of leather, singly or in quantities.

**Ernst Hertzberg & Sons**, 64 West Randolph St., Chicago. Hand-made books. Best equipped bindery in country. Newest designs. restoring, inlaying, etc. Prices reasonable. Gold medal, St. Louis, 1904.

**The Knickerbocker Press**, New Rochelle and 2 West 45th Street, New York (G. P. Putnam's Sons). Highest grades of extra binding in Levant, Morocco, and Calif.

**James Macdonald**, 132 West 27th St., New York. Established 1880. Leather art binding for sets or single vols. Inlaying, mending, cleaning a specialty.

**Stikeman & Co.**, 110-114 West 32d St., New York. All styles of binding in leather, single volumes or in quantities. Mending, inlaying, etc. Cases for rare editions.

**The Trow Press**, 201-213 E. 12th St., New York. A large staff of expert and experienced craftsmen who have an artistic sense as well as mechanical ability. No better extra binding is produced than is done here.

**C. A. Sullivan**, Island View Pl., New Rochelle, N. Y. Fine Bindings in Morocco and Levant. Old Books cleaned and repaired with special care.

**BOOKBINDERS' CLOTHS**

**Fab-rik-o-na Mills**, Bloomfield, New Jersey. Manufacturers of Wiboco Book Cloths. Sample books furnished on request. H. B. Wiggin's Sons Co.

**The Holliston Mills**, of Norwood, Mass., manufacturers of fine book cloths in all styles, colors, and patterns. New York office, No. 67 Fifth Avenue, Sample books furnished.

**PAPER MANUFACTURERS.**

**The Wanaque River Paper Co.**, 290 Broadway, New York City. Manufacturers of Supatone, also Super and M. F. Book Papers.

**DIE CUTTERS AND ENGRAVERS**

**Becker Bros. Engraving Co.**, 26 East 13th St., New York. Fully equipped for artistic designing and die cutting. Established 1880.

**HALF-TONE and OTHER PLATES**

**The Hageplan Photo-Engraving Co.**, 39 East 20th St., New York. Pioneers in the development of photo-engraved plates.

**COLOR PROCESS PLATES**

**Gatchel & Manning** (Estab. 1889), Philadelphia. DESIGNERS, ILLUSTRATORS and ENGRAVERS of Plates in one or more colors for Publishers and Printers.

**COLOR PRINTERS**

**C. S. Hammond & Co.**, Sales Department, 30 Church St.; Offices and Works, 22 Thames St., N. Y. Map specialists. Color printing for trade.

**TRANSLATIONS FROM AND INTO FOREIGN LANGUAGES**

**General School of Languages**, 223 E. 124th St., N. Y. From and into Engl., French, German, Spanish, Italian, etc., commercial, techn., scientific.

**INDEXING**

**C. H. Denison's Index**, also flat indexing and gold lettering. D. T. S. DENISON, 152 E. 21st St., N. Y.

**BOOK TRADE SPECIALTIES****RARE BOOKS AND AUTOGRAPHS**

**Dodd & Livingston**, Fourth Ave. and 30th St., N. Y. City. Dealers in Rare Books, Autograph Letters, Manuscripts. Correspondence Invited.

**MAGAZINES—BACK NUMBERS**

**American Magazine Exchange**, St. Louis, Mo.

**Back Numbers of Magazines** supplied by HENRI GERARD, 83 Nassau St., New York.

**The Boston Book Co.**, Boston, Mass. Complete files and back volumes of magazines.

**Back vols. and nos. of magazines** supplied. PHILADELPHIA MAGAZINE DEPOT, 326 N. 10th St., Phila., Pa.

**A. S. Clark**, Peekskill, N. Y. "Out of print" Books and Pamphlets. Magazines, both common and scarce.

**California Magazine Depot**, 104 South Broadway, Los Angeles. All California Magazines and Books

**The Cut Rate Book Co.**, 20 E. 7th St., Cincinnati, O.

**NEWSPAPERS—BACK NUMBERS**

**Metropolitan Distrib. Co.**, 219 E. 23d St., N. Y. New York newspapers complete files for ten years.

**FOREIGN BOOKS**

**International News Co.**, 83 & 85 Duane Street, New York. Importers of Foreign Publications.

**William R. Jenkins Co.**, 851 and 853 Sixth Ave., cor. 48th St., New York. Books in French, German, Italian, Spanish and other foreign languages.

**Lemcke & Buechner**, 32 West 27th St., New York. All foreign books and periodicals.



**FOREIGN BOOKS—Continued.**

**Ritter & Flebbe.** Foreign Books. Send for Our Catalogues. 149a Tremont St., Boston.

**Schoenhof Book Co.,** Boston, Mass. Foreign Books of all description. Catalogues.

**F. C. Stechert Co., Inc.,** 29-35 West 32nd St., New York. Domestic and foreign books and periodicals.

**G. E. Stechert & Co.,** 151-155 West 25th St., New York. Importers of Books and Periodicals.

**E. Steiger & Co.,** 49 Murray St., N. Y., carry the largest stock of German publications in all departments. Books for learning 250 languages. Prompt importation of books and periodicals from all countries.

**DIARIES**

**B. W. Huebsch,** 225 Fifth Ave., New York. Annual and Perpetual Year Books. A popular diary.

**KINDERGARTEN AND SCHOOL SUPPLIES**

**E. Steiger & Co.,** New York, manufacture the largest line of Kindergarten Supplies and Constructive Material for Manual Training. Catalogs gratis.

**MASONIC BOOKS AND GOODS**

**Macey Publishing and Masonic Supply Co.,** 45, 47, 49 John St., New York.

**MAPS, GLOBES AND ATLASES**

**C. S. Hammond & Co.,** 30 Church St., N. Y. Atlases, School Maps, State Maps, Road Maps, Globes.

**SHORTHAND AND TYPEWRITING BOOKS**

**Phonographic Institute Co.,** Cincinnati, O. Publishers of the Benn Pitman System.

**Isaac Pitman & Sons,** 2 West 45th St., New York.

**STATIONERY NOVELTIES**

**William J. Burkhardt,** 165 Danforth Ave., Jersey City. Unique Holiday Novelties, Die Stamped Christmas Cards, Post Cards, Calendars, Penwipers.

**TRADE LISTS, FAC-SIMILES, ETC.**

**The Trow Directories and Trade Lists,** 202 E. 12th St., New York. Lists of all businesses and professions in U. S., Canada, and Foreign. Fac-simile letters, folding, addressing and mailing.

**DIRECTORIES FOR THE BOOK TRADE**

**Directory of Booksellers** in U. S. and Canada, \$1.00; Directory of 1200 of the best Public Libraries in U. S. and Canada, with names of librarian, also a list of 1200 Private Collectors of Books, bound together, \$5.00. PUBLISHERS' WEEKLY, 298 Broadway, N. Y.

**BOOKS WANTED.**

**Adair Book Store,** 26 E. Van Buren St., Chicago, Ill.

Grisley Adams, a frontier story.  
*System Mag.*, Nov., '09; Jan., Feb., '08.  
Olde Massachusetts, Todd.  
Warpath and Bivouac, Finnerty.  
Studies in Psychology of Sex, Ellis.

**Allen Book and Printing Co.,** 454 Fulton St., Troy, N. Y.

Raymond's Surveying.  
Inman's Santa Fe Trail.

**H. C. Alvord,** Gloversville, N. Y.  
Hazard Genealogy, by Robinson.  
Rathbone Genealogy, by Cooley.

**Am. Bapt. Pub. Soc.,** 107 South Wabash Ave., Chicago, Ill.

The Monk and the Knight, by Gunsaulus. McClurg.  
**Amer. Book Supply Co.,** 149 Strand, London, W. C., England.

Vuillier's History of Dancing.

**American Press Co.,** Baltimore, Md.

Wm. E. Channing's Poems, volume containing poem to Kossuth.

*Bookman*, N. Y., Oct., 1899.

*Cosmopolitan*, Dec., 1892.

**F. S. Bailey, University Book,** Syracuse, N. Y.

Ego and His Own, by Max Stirner, trans. by Byington.

Orange Girl, Besant.

**Wm. M. Bains,** 1213 Market St., Phila., Pa.

Quiller-Couch, Bud.

Martineau, Life in the Sick Room.

Emmons, Expert Bookkeeping.

**H. Carey Baird & Co.,** 810 Walnut St., Phila., Pa.

Pride and Prejudice, by Jane Austen. Macmillan, N. Y.; Geo. Allen, London, 1894.

Brannet, Petroleum, Its History, etc., 1895.

Davis, Brick, Tiles and Terra Cotta, 1895.

**Edw. Baker,** 14 John Bright St., Birmingham, Eng.

Burton's Arabian Nights, 17 vols. Good price given; 6 sets wanted.

**J. P. Baldwin,** 108 W. 12th St., Kansas City, Mo. [Cash].

Portal, Symbolism of Color (Eng. or Fr.).

Jeaffreson, A Book About the Table.

Hilprecht, Explorations in Bible Lands.

Saltus, The Poms of Satan.

Book Prices Current for 1910.

**Wm. Ballantyne & Sons,** 428 7th St., N. W., Washington, D. C.

*International Marine Engineering*, August, 1911.

**C. M. Barnes-Wilcox Co.,** Chicago, Ill.

Epes Sargent's 5th Reader, 1864 ed. only.

**C. H. Barr,** Lancaster, Pa.

An Account of Harvard Greek Play, Norton.

Sheppard Lee, by R. Montgomery Bird, 2 vols.

**N. J. Bartlett & Co.,** 28 Cornhill, Boston.

Life of Luther, by Audin.

The Disciple, by Bourget.

Smith's Way Down East.

Syllabus of Pius IX.

Southworth Genealogy.

Photographic Hist. Civil War. Review of Reviews.

Hutchinson's Hist. of Mass. Bay.

Bishop Tuttle's Reminiscences. Whittaker.

Whipple's Lights and Shadows of a Long Episcopate.

**A. A. Beauchamp,** 48 Cutting St., Winchester, Mass.

Catalogue of Holmes' Academy. Plymouth, N. H.

Same, Teachers' Seminary, 1830 to 1844.

Anything relating to above schools.

Text books upon wireless telegraphy.

Science and Health, 1875.

*Christian Science Journals*, 1883-4-5.

**Geo. M. Beckwith,** 242 E. 35th St., Chicago, Ill.

United States Pharmacopoeia for 1840 and 1850.

Eton Latin Grammar, about 1810.

**The Bell Book and Stationery Co., Inc.,**

914 E. Main St., Richmond, Va.

Sully (Thomas), Hints to Young Painters. Phila., 1873.

**C. L. Bowman & Co.,** 225 Fifth Ave., N. Y.

French Home Cooking, by Mrs. Low.

New England History in Ballads, by Edward E. Hale.

Darby O'Gill and the Good People, by Herminie Templeton.

Wives of Henry VIII., by Hume.

**Brentano's,** 5th Ave. and 27th St., N. Y.

Vance Thompson's French Portraits.

Donnelly's Ragnarok.

## BOOKS WANTED.—Continued.

## Brentano's, N. Y.—Continued.

Mantegazza's Physiognomy and Expression.  
 Seven Wived Saint.  
 Facts and Suggestions, by Duff Green.  
 Geo. Moore's Vain Fortune.  
 Lady Jackson's Old Paris.  
 Fairy and the Moonbeam.  
 Killand's Napoleon's Men and Methods.  
 Great Truths by Great Authors.  
 Sixth and Seventh Book of Moses.  
 Murdock's Arthur Symons.  
 Spelling on Special Remedies.  
 Any Francis Galton's Books on Eugenics.  
 Seelig's Natural Religion.  
 Barber's Anglo-American Pottery.  
 Litchfield's Hist. of Furniture.  
 Vermont's America Heraldica.  
 Westermarck's Hist. of Human Marriage.  
 Fox and Faber's Thousand Ways to Attract Trade.  
 Eames' Light Line Shorthand.  
 Guerrazzi's Beatrice Cenci.  
 Walters Collection.  
 Owen's Questions and Answers on Common Law.  
 Spaltcholz's Atlas of Human Anatomy.  
 Bauer's Precious Stones.  
 Bruff's Text Book of Ordinance.  
 Diary of Sophia Boss.  
 Gorky's Lodging for a Night.  
 Godfrey's Winding Road.  
 Way's Euripides, vols. 2 and 3.  
 Brinton's Aboriginal Am. Literature, vol. 1.  
 Low's French Home Cooking.  
 Millais' Breath from the Veldt.  
 Troward's Bible Mystery and Bible Meaning.  
 Moffat's Barclays of New York.  
 Early Directories N. Y. City.  
 Spelling on Special Remedies, 2 vols.  
 Dowden's Life of Shelley, 1st ed.  
 Sloan's Napoleon.  
 George Moore, 1st eds.  
 Herndon's Lincoln, 1st ed.  
 Dodsley's Preceptor.  
 History of the Sewing Machine.  
 Poems of James G. Clark.

## Brooklyn Institute Museum Library, Eastern Parkway, Brooklyn N. Y.

Speltz, Styles of Ornament.

## Edmund D. Brooks, 89 10th St., South, Minneapolis, Minn.

The Velvet Glove, Merriman.  
 Hermian Seydan, G. Atherton.  
 Rosenthal's Common Sense Method of Linguistry,  
 French, pt. 1.  
 American Bookplates, C. D. Allen, finer ed.  
 W. J. Campbell, 1623 Chestnut St., Phila., Pa.  
 Catlin, Aboriginal Portfolio.  
 Pike, Through the Sub-Arctic Forest.  
 Jenkins, Lafayette's Visit to Germantown.

## Campion &amp; Co., 1316 Walnut St., Phila., Pa.

Italian Gardens, by Triggs.  
 Science and Health, 1875 ed.  
 Two Dianas in Somaliland.

## Central Curio and Book Concern, 9 N. 9th St., St. Louis, Mo.

Tschudi and Riviero, Peruvian Antiquities, Hawk's translation. N. Y., 1853.  
 Conway, Robinson, An Account of Discoveries, etc. Richmond, 1848.  
 Strock, Pictorial History King Philip's War, 8vo. Boston, 1853.  
 Clarissa Plummer, Narrative of the Captivity. N. Y., 1838.  
 Josiah Priest, Stories of the Early Settlers. Albany, 1837.  
 Ramsey, Annals of Tennessee. Charleston, 1853.

## W. L. Chambers, R. F. D. No. 1, Box 73 D., Los Angeles, Cal.

Quadrupeds of N. A., odd vols. or complete sets, Audubon and Bachman.

## The A. H. Clark Co., Caxton Bldg., Cleveland, O.

Abbott, Adventures of Chevalier de la Salle.  
 Audubon's Quadrupeds, folio ed.

## The A. H. Clark Co.—Continued.

Bancroft (H. H.), Historical Works, 39 vols.  
 Bancroft's History of Northwest Coast.  
 Story of the Nations Series, complete set or any vols.  
 Newhall, With Sheridan in Lee's Last Campaign.  
 Ames, The Mayflower and Her Log.  
 Anderson, Amer. Not Discovered by Columbus.  
 Blackstock Family of New York.  
 Doty (E. A.), The Doten-Doty Family.  
 De Tocqueville, Democracy in Amer.  
 Hutton, List of Emigrants to Amer.  
 Hale, Trans-Allegheny Pioneers.  
 Thornton, Oregon and California.  
 Jesuit Relations and Allied Documents, 73 vols.  
 Berry (C. B.), The Other Side.  
 Chateaubriand, Travels in America and Italy.  
 Finch, An Englishwoman's Experience in America.  
 Greece (C. F.), Facts and Observations Respecting Canada.  
 Hall (Francis), Travels in Canada, etc.  
 Henry (Alex.), Travels and Adventure in Canada.  
 Masson, Les Bourgeois de la Compagnie du Nord-Ouest.  
 Patten, A Glimpse at the U. S.  
 Rose, The Great Country.  
 Shepherd, Prairie Experiences in Handling Cattle.  
 Smyth, Tour in the U. S.  
 Burton's Arabian Nights, 17 vols.  
 Williams, Life of Te-ho-ra-gwa-ne-gen.  
 Bancroft's History of the U. S.  
 Brown (John), Anything relating to.  
 Shafer's History of Pacific Northwest.  
 Southern Historical Society's Papers, vols. 36 to date.  
 Stone's Life of Jos. Brant, vol. 1.  
 Richardson's Clarissa Harlowe, 1st ed., 1748.  
 Jesuit Relations and Allied Documents, 73 vols.

## J. C. L. Clark, Lancaster, Mass.

Good copies of Samuel Stearns's almanacs for 1773 and 1777.

## W. B. Clarke Co., 26 Tremont St., Boston, Mass.

Wells, A Modern Utopia.  
 Lords and Ladies, Stratton.  
 Our New Mistress, Yonge.  
 Disturbing Elements, Yonge.  
 Coles' Cyclopaedia of Dry Goods, latest ed. Pub. by Root Newspaper Ass'n.

## Clarke &amp; Co., Vicksburg, Miss.

Golden Gate, by Bertha Clay, cloth binding. Please quote price and condition, binding, etc.

## Cleveland Public Library, Cleveland, O.

Flynt, World of Graft.  
 Hassaurek Gedichte. Cincinnati, 1878.  
 Johnstone, Lionel, Poems.  
 Longpre, Roses.  
 Nineteenth Century, a review of progress.  
 Camp, Book of College Sports.  
 English Household Furniture of the Georgian Period.  
 Jonas, Zlata Kniha pro Farmera.  
 Soderini, Socialism and Catholicism.

## Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

Principles or Manual Social Science, Carey.

## H. W. Collins, 518 S. Hill St., Los Angeles, Cal.

Origin of Language and Myths, Morgan Kavanagh, 2 vols.  
 Sevigne, Letters to Her Daughter and Friends, ed. by Mrs. Hale.  
 Shaw and Backus, Outlines of Eng. and Am. Lit. Sheldon.  
 Villari, Barbarian Invasions.

## Columbia University Book Store, 117th St. and Broadway, N. Y.

Better Binghamton, by Robinson.  
 Chirol, V., Far Eastern Question. Macmillan.  
 Hymni Ecclesiae, Newman.

## Irving S. Colwell, 97 Genesee St., Auburn, N. Y.

Books on Orchids of America.  
 Britton and Brown, Illus. Flora, 3 vols.  
 Romance of History.

## Co-operative Press, Charlotte, N. C. [Cash.]

Great Events, 20 vols.  
 Powell, Nullification and Secession in U. S.  
 Harp with Thousand Strings.



## BOOKS WANTED.—Continued.

## Co-operative Press.—Continued.

Tarleton's Memoirs.  
The Book of Knowledge, complete set.  
Mary Banister's Victory.

**Cox Book Co., 17 W. 125th St., N. Y.**

Death, an essay, by Maurice Maeterlinck.  
Ward's Flora Culture.  
Johnson's Elocution, illus. with cuts.  
Marsch's Thesaurus.

**Sandy Crawford, Cor. Boynton and Violet Ave.,  
Atlanta, Ga.**

Doctor Carver, the Champion Shot.  
Wild Bill, the Scout.  
James Boys, by J. W. Buel.  
Rube Burrow's Raids. Pub. by R. K. Fox.  
Grier's Almanacs, 1880 to 1885.

**R. W. Crothers, 122 E. 19th St., N. Y. [Cash.]**

Bissell, Historic Origin of the Bible. Pub. Randolph.

**Davis & Banister, 389 Main St., Worcester, Mass.**  
The Apples of New York.

**Denholm & McKay Co., Worcester, Mass.**

Vol. 5 De Musset, red cloth binding.

**Denver Dry Goods Co., Denver, Colo. [Cash.]**

Old Heidelberg, in drama form.

**A. Deutschberger, 105 4th Ave., N. Y.**

Waverly Novels, vol. 6. Appleton, 1851.  
National Portrait Gallery of Distinguished Americans,  
vol. 1. Peterson, 1851 or 1852.

**Dewitt & Snelling, 1609 Telegraph Ave., Oakland,  
Cal.**

American Catalog, 1900-05, 1905-07.  
Byron's Life in Italy. Pub. Harper.  
Joaquin Miller, any 1st eds.  
Flammarion's Omega, 1st eds.  
The Wish, Sudermann.  
Yellow Journalist, Michelson.  
Nest of Linnets, Moore.  
Soul Hunger—the Book of Life.  
Legends and Myths of Hawaii.  
Back Home, Eugene Wood.

**DeWolfe & Flske Co., 20 Franklin St., Boston,  
Mass.**

Complete Etymology of English Language, W. W.  
Smith. A. S. Barnes, 1867.  
Tweedie's Arabian Horse, cheap ed.  
Gossip in a Library, Gosse. Dodd, Mead & Co.  
Helene Mesalska (Countess Potocka), After Mar-  
riage. L. Perry.

**Dives, Pomeroy & Stewart, Reading, Pa.**

Famous Hymns and Their Authors, by Jones. Gorham.

**Dixie Book Shop, 41 Liberty St., N. Y. [Cash.]**

Reports of Attorney General New York State.  
Comm. and Fincl. Chronicles, vols. 1 to 12.  
Apples of New York, vol. 1 only.

**Dodd & Livingston, Fourth Ave. and 30th St., N. Y.**

Thackeray, Four Georges, Noyes Ten Cent Serial,  
1860.

Thackeray, Four Georges, Noyes Twenty-five Cent  
Serial, 1860.

Thackeray, Lovel the Widower. Harper, 1860.

Thackeray, Denis Duval. Harper, 1864.

Thackeray, Catherine. Harper, 1869.

Thackeray, Jeames Diary. N. Y., William Taylor,  
1846.

Importance of Gaining and Preserving the Friendship  
of the Indians. N. Y., Parker, 1751.

Observations on the Late and Present Conduct of  
the French. Boston, S. Kneeland, 1755.

Some Account of the Pennsylvania Hospital. Phila.,  
1817.

Father Abraham's Speech. Boston, B. Mecom; or  
New Haven, T. & S. Green, n. d.

Franklin's Way to Wealth. Worcester, I. Thomas,  
1790; Danbury, 1805; Phila., 1808; N. Y., Wood,  
1820; Windsor, Vt., 1826; N. Y., 1834; or any  
other pamphlet or broadside editions, dated or un-  
dated, old or modern.

## Dodd &amp; Livingston.—Continued.

Examination of Benjamin Franklin relating to the  
Repeal of the Stamp Act. Boston, Wilmington,  
Phila., or any other edition.

The Prompter. Burlington, N. J., 1792.

Morals of Chess. Phila., 1824.

The Chess Player. Boston, 1841.

Animal Magnetism. Report of Dr. Franklin, etc.  
Phila., 1837.

Maritime Observations. In a Letter from Franklin  
to LeRoy. Phila., 1786.

Life of B. Franklin. Phila., B. Johnson, 1794; N.  
Y., Swords, 1794; Danbury, 1795; Wilmington,  
1799; Montpelier, 1809; Cincinnati, 1830; or any  
other early editions.

Poor Richard's Almanac, 1733. Reprinted for the  
Duodecimos, 1894.

Franklin's Autobiography. Cleveland, Rowfant Club,  
1898.

**Jas. F. Drake, Inc., 4 W. 40th St., N. Y.**

Hovey (R.), Poems, privately printed, 1880.

Hovey (R.), Laurel, privately printed, 1889.

Tabb (Father), Bone Rule, 1st ed. Baltimore.

Dreiser, Sister Carrie, 1st ed. Pub. Doubleday.

Tuckerman (F. G.), Poems. Boston, 1864.

Old English Ballads. London, Hotten, 1861.

My Adirondack Pipe, by W. G. K., priv. printed, 1887.

Shelley, Poems, ed. Woodberry. H. M. Co., 1901.

Essex Regiment March, Broadside, priv. printed, 1898.

Islands of the Sea, Broadside, priv. printed, 1898.

Woodberry's Studies Life and Letters, 1st ed. Pub.  
H. M. Co., 1890. Must be in red cloth.

Woodberry's Life of Poe, large paper, 1909.

Poe's Poems, ed. by Woodberry. Pub. Duffield, 1907.

Shelley, ed. by Woodberry. Pub. Heath, 1908.

Ancient Mariner, ed. by Woodberry. Pub. Am. Book  
Co., Gateway Series, 1907.

Poems of House, by Eliz. L. Olmstead, priv. printed,  
ed. 200 copies, 1903.

Requiem Thomas R. Price, Broadside, 1903.

Roma, by Woodberry, priv. printed, 1895.

Byron (Lord), Any first American editions.

**H. & W. B. Drew Co., Jacksonville, Fla.**

War Between the States, by Stephens.

Persian Love Songs, Bibelot ed. Pub. by Dutton.

The Voyage of Life, by Louis.

Bohemian Lariat, by Papus.

Vivalore, by Melendy.

**G Dunn & Co., 403 St. Peter St., St. Paul, Minn.**

The Great Fur Land, by H. M. Robinson. Putnam.

Dramatic Mirror, May 3, 1911.

Journal of Political Economy, Dec., 1902.

Correct English, Nov., Dec., 1910.

**E. P. Dutton & Co., 31 W. 23d St., N. Y.**

Rietstat's Armorial.

Booth, History of the City of New York.

Shaw, Passion, Poison and Petrification.

Pender, Leaves from a Life. Brentano's.

History of Middlesex County, Mass.

Printers' Pie, English magazine containing Shaw's

Passion, Poison and Petrification, 1910.

Going Home, by Eliza Martin. Pub. about 35 years

ago.

Brown, Papers by Sketchley containing Lord Mayor's

Show.

Aunt Fanny's Night-Cap Stories, 6 vols. Estes.

**The Eichelberger Book Co., 308 N. Charles St.,  
Baltimore, Md.**

Butler, Treaty Making Power of U. S.

**Eighteenth Century Shop, 642 Madison Ave., N. Y.**

[Cash.]

Catalogue of the sale of the estate of Cyrus J. Law-  
rence, sold at the American Art Association, Jan-  
uary 21 and 22, 1910.

**Geo. Engelke, 855 N. Clark St., Chicago, Ill.**

[Cash.]

Exercise and Diet, Flynn.

Encyclopædia Britannica, India paper ed.

Memoirs of Prince Metternich, vols. 4 and 5, cloth,  
1881.

Pulpit Commentary.

The Cell, Wilson.

The Chemistry of Proteids, Mann.

Little Lou, C. Russell. Describe fully.

**BOOKS WANTED.—Continued.****Geo. Engelke.—Continued.**

Final Report, 1909-1911, Municipal Efficiency Commission.  
 Book of American Municipalities, Municipal Information Bureau.  
 Digest of City Charters, Hatton.  
 Sacred Mysteries Among the Mayas, A. Le Plangeon.  
 Winning of the West, Roosevelt, vol. 3 only. Cur. Lit. Series.  
 Swanhilde, and Other Fairy Stories, Horwitz.  
 11th ed. Britannica, India paper.

**H. C. Ezekiel, 334 Main St., Cincinnati, O. [Cash.]**  
 Constitution and By-Laws of the California Mining and Trading Company of Cincinnati, 1849. Printed by The Model Western Printing House, Cincinnati.

**H. W. Fisher & Co., 216 S. 15th St., Phila., Pa. [Cash.]**

Weird Tales, Hoffman, 2 vols. Scribner.  
 Encyclopædia Britannica, 10th ed.

**W. Y. Foote Co., University Block, Syracuse, N. Y.**  
 Thought Power, by Mrs. Annie Bessant.  
 Miller's Plaster Sketches.

**Forbes & Wallace, Springfield, Mass.**  
 Walks in New England, Whiting. Lane.

**Fowler Bros., 543 So. B'way, Los Angeles, Cal.**  
 Shooting Stars, a novel.  
 Kingsley, Oral Deformities.  
 Rufus, Dental Jurisprudence.  
 2 copies Woman's Confessional.

**W. & G. Foyle, 135 Charing Cross Road, London, Eng.**  
 Woodworker, vols. 14 and 15.  
 Woodburn, Extraction of Teeth.  
 Wilkins, Mountains, Roads and Bridges.  
 Yates, Scientific Jam Making and Fruit Picking.  
 Webb's Historical Trade Unions.  
 Webb, Industrial Democracy.  
 Veddar, Accompaniment to Song of Omar Khayyam.  
 Hugel's Mystical Elements in Religion, 2 vols.  
 Vignett, School Discipline.

**Free Public Library, Jersey City, N. J.**  
 Annals N. Y. Academy of Science, vol. 2, 1881.  
 Bird, Jesus, the Carpenter of Nazareth.  
 DePuy, History of Napoleon Bonaparte.  
 Leland, Abraham Lincoln.  
 Murray, Time's Revenge.

**Free Public Library, Newark, N. J.**  
 Bean, Theo. W., Washington at Valley Forge. Norristown, 1876.

**Funk & Wagnalls Co., 23d St., and 4th Ave., N. Y.**  
 Orations of the American Revolution, 350 pages.  
 Pub. 80 or 100 years ago.

**J. L. Garner, Delafield, Wis. [Cash.]**  
 Klaczko, Rome and Renaissance.  
 Rousselot, Oeuvres de Vanini.  
 Durand, Vie et sentiments de Vanini.  
 Michelet, Oeuvres de Vico.

**J. K. Gill Co., Portland, Ore.**  
 Finck's Romantic Love and Personal Beauty, \$2.  
 Formerly pub. by Macmillan.  
 Holden's String of Amber Beads. Author wrote under name of Amber.

**Goodpasture Book Co., 418 Church St., Nashville, Tenn.**

Field's Scrap Book.  
 Ramsay's Annals of Tennessee.  
 Renan's History of Origins of Christianity.

**John L. Grant, 145 Genesee, Utica, N. Y.**  
 Stoddard's Lectures, 15 vols.  
 History of Schoharie County, N. Y.

**Benj. F. Gravely, Box 269, Martinsville, Va.**  
 Books on Ventriloquism and Clog Dancing, indicating method of learning these arts.

**T. S. Gray Co., 104 Wisconsin St., Milwaukee, Wis.**  
 Book of Bugs, by Sutherland.

**George Gregory, 5 Argyle St., Bath, Eng.**  
 Kemble, Butler Divorce, Mrs. Butler's Narrative. Phila., 1849.  
 Richmond Enquirer, 1862-3. Richmond, Virginia.  
 Richmond Examiner, 1864. Richmond, Virginia.

**Gregory's Bookstore, 116 Union St., Providence, R. I.**  
 Index to Births, Deaths and Marriages, Providence, vols. 1, 2, 4.  
 Graham, D., Massage, illustrated.  
 Arnold, Song Celestial.  
 Ruskin's Works, 26 vols. Bryan & Taylor, 1894.  
 Crockett, Galloway Herd.  
 Whipple, Lights and Shadows of Long Episcopate.  
 Perkins, France Under Richelieu and Mazarin.  
 Dooley, W. H., Textiles for Commercial.

**Grinnell College Library, Grinnell, Ia.**  
 Letters of Major Jack Downing. Give publisher, date of publication and binding.  
 Seba Smith, My Thirty Years Out of the Senate.  
 New England Hist. Teachers' Assn., Historical Sources.

**Hanford & Horton, Middletown, N. Y. [Cash.]**  
 Dr. Huguet, 5th ed., Donnelly (Edmund Bois Gilbert).

**F. B. Hartranft, 49 Pearl St., Hartford, Conn.**  
 Stirner, Max, The Ego and His Own.  
 Davis, Rise and Fall of the Confederacy.  
 Sabin's American Biblioplist. Set or odd parts.  
 Miel, Soul's Pilgrimage.  
 Connecticut newspapers before 1820.  
 Bledsoe, Is Davis a Traitor?  
 Williams, South Vindicated.  
 Wise, Seven Decades.  
 Hodgson, Cradle of the Confederacy.  
 Day, Down South.  
 Tuttle Genealogy.  
 Savage, Geneal. Dictionary. Set or vols. 1 and 2.

**Harvard Co-operative Society, Cambridge, Mass.**  
 Acton, Local Option in Mass.  
 Tennyson, Becket, Irving's acting ed. Mac.  
 Wilson, Hist. Am. People. Harper, 2d hand set.  
**W. Hoffer & Sons, 4 Petty Cury, Cambridge, Eng.**  
 Dryden, Works, ed. Noyes. N. Y., 1908.  
 The New Phytologist, complete set or odd.  
 Arbuthnot, Peel's Act of 1844.  
 Berg, Finan. and Econ. Con. of Netherlands.  
 Bawerk, Pos. Theory of Capital.  
 Breckenridge, Canadian Bank System.  
 Cairne's Princ. of Currency.  
 Colton's Econ. for U. S., 2d and 3d eds.  
 Cunningham's Christian Opin. of Usury.  
 Dawson's Social Switzerland.  
 Dupernex, People's Banks for N. India.  
 Emery, Stock and Produce Exchanges.  
 Fisher, Theory of Value and Prices.  
 George, Progress and Poverty, 1879.  
 Gibson, Stock Exchanges, 1889.  
 Chemical Abstracts. Pub. by American Chemical Soc., 1907, 8, 9.

**John Heise, Syracuse, N. Y.**  
 A. L. S. of Adah Rehan.  
 Ireland's History of the New York Stage.  
 D. S. of Oliver Cromwell.  
 A. L. S. of Geo. Frederick Cooke, Actor.  
 Several copies of the Liber Scriptorum. Pub. by the Authors' Club in 1893.

**B. Herder, 17 So. Broadway, St. Louis, Mo. [Cash.]**  
 Bossuet, History of the Variations of the Protestant Churches.

**L. B. Herr, 112 North Queen St., Lancaster, Pa.**  
 Inskip's Book of Squares and Logarithms from one foot to 100 feet. Pub. by Myron C. Clark Co. Chicago, Ill.  
 Max Hereford's Dreams, Edna Lyall.

**Walter M. Hill, 531 Marshall Field Bldg., Chicago, Ill.**  
 Lloyd, County Court Acts. London, 1888.  
 Virgil, Aeneid, tr. by Ballard. Boston, 1908.  
 Brandt, Caspar, Life of Arminius, tr. by Guthrie. London, 1854.  
 Stringberg, Debit and Credit: The Outcast, English translations.



## BOOKS WANTED.—Continued.

## Walter M. Hill.—Continued.

The Revolutionary Journal of Colonel J. Baldwin, printed for the De Burians, 1906.  
 National Peace Congress, report of the second. Chicago, 1909.  
 Green, The soldiers of the Revolution. Va. officers and privates. 1901.  
 Aiken, The Dhamma of Gotama, the Buddha and the Gospel of Jesus the Christ. Boston, 1900.  
 Lentzner, Chamisso's Life and work with specimens of his poetry. London, 1893.  
 Engle, Some Pennsylvania women during the war of the Revolution. Harrisburg, 1898.  
 Davidson, Island of Formosa. New York, Macmillan, 1903.  
 Abbott, Impressions of a careless traveller. Macmillan, 1907.  
 Writings of Col. William Byrd of Westover in Virginia, Esq. N. Y., 1902.  
 Smith, The main tendencies of Victorian poetry.  
 Cook, A. S., Extracts from the Anglo-Saxon Laws. N. Y., 1880.  
 Perkins, France under Mazarin. N. Y., Putnam, 1886.  
 Turk, The legal code of Alfred the great. Boston, 1893.  
 Johnson, Our familiar songs and those who made them. Holt, 1910.  
 Indiana University of Extracts from the sources. Harding & Weatherby, Bloomington.  
 Carryl, Chas. E., Davy and the Goblin.  
 Wells, Amos Russell, When thou hast shut thy door. Revell.  
 MacDonald's Randal Bannerman's Boyhood.  
 Crane's Illustrated Arabian nights, particularly Aladin.  
 Moulton, Mrs., A Store house of stories.  
 The Admiral's Ward. New York, pub. 60 years ago.  
 The Conspirator. Pub. 80 years ago.  
 Patmore, The Angel in the House. English ed., 1854-6.  
 Herndon's Lincoln, 3 vols.  
 Dr. Riley's Narrative. Hartford, 1851.  
 Hay and Root, The Republican party. N. Y., 1904.  
 Miller, The ship of the desert, 1st ed., 1875.  
 Holmes, Guardian Angel, 1st ed., 1867.  
 Lincoln, Abraham, A. L. S.  
 Burne-Jones, Flower Book, reproductions in colors.  
 Symons, Far North. Holt, 1838.  
 Cambridge Shakespeare, 40 vols.  
 Joutel's Journal, Caxton Club.  
 Smith's, Goldwin, Works, 1st ed.  
 Hearn, Stray Leaves, 1st ed.  
 Imitation of Christ, by Thomas à Kempis, Ethical series, Arthur Humphreys.  
 Harvard School Studies written by a Harvard professor.  
 First editions of Walt Whitman.  
 Field, Eugene, Works, 1st eds.  
 Riley, James Whitcomb, any 1st eds.  
 Kipling's Yorks, ed. de luxe, Japan paper.  
 A. L. S. of Eugene Field, Riley, Kipling, H. B. Stowe.  
 Systema Agriculturae, F. W. Gent. Lond., 1st or 2d ed.  
 Escirch, Margaret Goltottia.  
 Archibald Lampman, Poems (nature poems).  
 Doddridge, Notes on the settlement and Indian Wars of the Parts of Va. and Pa. from 1763 to 1783. Albany, 1876.  
 Vol. 2, McBride's Pioneer History and Biography of Butler Co. Robert Clarke & Co.  
 Monardes, Joyfull Newes out of the New Found World. London, 1580.  
 Æsop's Fables.  
 A. L. S. of Increase & Cotton Mather, Dr. Stiles, Shepherd, Mr. Morton, & Warren.  
 Field, Passing of Mother's Portrait.  
 One of Cleopatra's Nights, 1st ed.  
 Michigan Political Science Association publications, vol. 1, no. 6; vol. 2, nos. 2-4; vol. 3, nos. 1, 2, 6.  
 Strong's Social Progress Year Book, 1906.  
 Aurora Floyd, by Miss Braddon.  
 Mark Twain's Memoranda from the Galaxy Toronto, 1871.  
 The Merry Thought or the Glass Window. Lond., 3d ed.  
 Desirable items on Florida, Wisconsin, American natural history, Indians, American Humor.  
 Les Liasons Dangereuses, 2 vols.  
 Old Clown's History, by John Trion. New York, 1872.  
 In the Signal Box, the station master's story.  
 Prevost—"Letters à Françoise."

## Walter M. Hill.—Continued.

Westropp & Wake, Ancient Symbol Worship, 1875.  
 Howell, Tuscan Cities, 1st ed., 1886.  
 Howell, Venetian Life, 1st ed.  
 The Adam Forepaugh Show. Empire Show Printing Co., 1893.  
 Stockton, Japan paper. Limited ed. published by Scribner.  
 Thoreau's Works, large paper ed.  
 James, Henry, Little Tour in France, large paper.  
 Chinese Ghosts, 1st ed.  
 The Sorrows of La Salle.  
 Sketches from the Life of Dab Rice, E. James. Albany, 1843.  
 Sargent's Magazine, 10 vols. (Garden & Forest.)  
 Shakespeare, vol. 2. Published by David MacKay, in dark blue cloth.  
 Vol. 11, Works of Voltaire.  
 A. L. S. of Thomas Paine, Robert G. Ingersoll, Elia abeth Cady Stanton, Mark Twain.  
 Burns, Poems and Songs. London, 1860.  
 Okuma, Count, ed., History of Modern Japan, Eng. tr. by Capt. Brinkley.  
 Music of Field's Little Boy Blue, 1884.  
 Field's Second Book of Verse, one of 12 copies.  
 Field's With Trumpet and Drum, one of 12 copies.  
 Field's Holy Cross, Japan paper, one of 20 copies.  
 Field's Holy Cross. New York, one of 20 copies.  
 Hay's Speech on the Omar Khayyam Club.  
 Books by Mac St. John.  
 Bramhall, Books of Japan.  
 Prout's Reliques, 1860, 1881.  
 Kendall, George W., Narrative of the Texan, Santa Fé Expedition. Lond., 1844.  
 History of Marion, Alabama.  
 Hubbard's Respectability.  
 Crawford's Francesca du Remini, 1st ed.  
 Æsop's Fables in Latin.  
 DeVinnie, Typography. Century Co.  
 Chicago Illustrated News containing picture of Dickens dinner at Delmonico's in N. Y., April 18, 1868.  
 Newton, John, Works of, 6 vols.  
 Pardoe, Marie de Medici, 3 vols, 8vo.  
 Kraft-Ebing's Psychopathia-sexualis in English trans.  
 Thoreau, Winter, 1st ed., 1886.  
 Grolier Club, Whistler etchings; good price paid.  
 Mercer's Hill Caves of Yucatan. Phila., 1896.  
 Dickens, L. P. Chapman & Hall.  
 Fielding, L. P. Smith, Elder.  
 Joseph Jefferson Irving.  
 A Trip—Panama Canal, Panama City and New Orleans, 700 plates.  
 Balzac A. L. S.  
 Goethe's Torquato Tasso, trans. by Margaret Fuller Ossoli.  
 Judd, Sylvester, Margaret, 1845 or 57.  
 Lucretius Carus, Titus, De reum natura libri sex. London, Bell, 1886.  
 Aldrich, Pere Antoine's Date Palm. Bost., 1866.  
 Aldrich, Pansy's Wish. Boston, 1867.  
 Aldrich, The Josephine Gallery, 1859.  
 Aldrich, The Little Violinist, 1880.  
 Aldrich, Poems. Boston, 1882.  
 Aldrich, Death of Wendell Phillips, 1891.  
 Cable, 1st eds., Creoles of Louisiana; Silent South; Southern Struggle for Pure Government; Memory of Roswell Smith; Busy Man's Bible.  
 Grizzly Adams, a pioneer story, or, grizzly bear hunter, by Adams.  
 Anything on old English embroidery, Elizabethan period.  
 A. L. S. of Washington Irving, De Maupassant, F. Hopkinson Smith, Hogarth, Voltaire, Warner, C. Dudley, Parkman, George Elliot, Walter Scott, Frank R. Stockton, Thomas Nelson Page.  
 Riley, Works, Japan paper ed., 14 vols.  
 Harte, Bret, Works, limited ed.  
 Stag Party.  
 Conan Doyle's Works.  
 Anthony Hope's Works.  
 The Etched Work of Whistler, by Kennedy. Grolier Club.  
 Bristol, F. M., Shakespeare and America.  
 American Musical Directory, Blumenberg, latest ed.  
 Hinds & Noble, 31-35 W. 15th St., N. Y.  
 Going's Methods of the Sante Fe.  
 Hirschfeld Bros., Lim., 13 Farnival St., Holborn London, E. C., Eng.  
 Transactions of the American Orthopedic Assoc., vols. 4 and 5.

## BOOKS WANTED.—Continued.

**J. L. Hitchcock, 1010 Powell St., San Francisco, Cal.**  
[Cash.]

DuBois, W. E., Brief Account of the U. S. Mint Collection. Philadelphia, 1846.  
Sherman, William T., Memoirs by Himself.  
Tyson, Geology and Industrial Resources of California.  
Thompson's Coin Chart Manual, 1856.  
Tuthill, History of California.  
Quote any items on California.

**Holmes Book Co., 333 S. Main St., Los Angeles, Cal.** [Cash.]

Nystrom's Mechanics Pkt. Book.  
Modern Priscilla, Feb., 1912.  
Forester's Sporting Scenes, vol. 1 only, Peterson.  
Dwinelle, Colonial History of S. F.  
Annals of San Francisco.  
Common Law.  
Reason Why.

**J. P. Horn & Co., 1001 Chestnut St., Phila., Pa.**  
Set Hawthorne. 22 vols., Autograph ed.  
Set Encyclo. Britannica, new 11th ed.

**Paul Hunter, 409 Union St., Nashville, Tenn.**  
Fox-Davies, Heraldry, last ed., any binding.  
Elliott's Debates, 5 vols., clo.  
Purcell and Campbell, Debate.  
Wharton's Conflict of Laws.  
Ramsey, Annals of Tenn.  
Whitney's Land Laws of Tenn.  
Cooper's Chancery Court Reports, any vols.

**Hunter & Co., Richmond, Va.**  
Ridpath's History of the World.

**H. R. Huntingt Co., Besse Pl., Springfield, Mass.**  
Century Book of Names.  
Jewish Encyclopædia.  
Pliny's Natural History. Bohn Lib'y.  
Wilson, Hist. of the American People.

**Hall N. Jackson, 719 Vine St., Cincinnati, O.**  
Hamerton, Graphic Arts.  
Hamerton, Art of the Am. Wood Engravers, text only.  
Any good books on Etching, with plates.

**Jacobs' Book Store, 1210 Walnut St., Phila., Pa.**  
Rural Hours, by Susan Fenimore Cooper. Pub. by Houghton Mifflin Co.

**U. P. James, 127 W. 7th St., Cincinnati, O.**  
Flad, M., A Short Account of the Falasha and Kamants. London, 1866.  
Essays and Reviews, by eminent English clergymen.  
Philo Judæus, edited Yonge, 4 vols., Bohn.  
American Journal of Nursing, Nov., 1910; Feb., 1911.  
The Red Laugh, by Andrief.

**J. H. Jansen, Caxton Bldg., Cleveland, O.**  
Van Pelt's Discussion of Composition.

**William R. Jenkins Co., 851 6th Ave., N. Y.**  
Ehrlich and McDonough, 606.  
Ball, On the Eye.  
Brouardel, Death and Sudden Death.  
Uncle Dan's Story of Tom Anderson.  
Twenty Great Battles. Pub. by John A. Logan, 1886.

**Jennings & Graham, 57 Washington St., Chicago.**  
Bishop Matthew Simpson's Sermons.  
Eddy's Alcohol in History. National Temperance Pub. Society.

**Jennings & Graham, 220 W. 4th St., Cincinnati, O.**  
Great Argument, or Christ in Old Testament, by W. H. Thompson.

**J. E. Jewett, 997 Greene Ave., Brooklyn, N. Y.**  
The Old Helmet, by Anna Warner.  
Cobwebs and Cables, Hesba Stretton.  
A Little While and Other Poems, by Jane Crewdson.  
Life Lorenzo Dow.

**E. W. Johnson, 6 E. 30th St., N. Y.**  
Rome During Middle Ages, Gregorius.  
Age of Gold, Kelly.  
Spiritualism Scientifically Demonstrated, 1855.

**Johnson's Book Store, 391 Main St., Springfield, Mass.**

Earle's Old Fashioned Gardens. Macmillan Co.  
Tale of Two Cities; Oliver Twist; Pickwick Papers;  
David Copperfield, by Dickens, maroon lambskin,  
no. 13, Oxford.  
2 copies Book of Snobs, Thackeray, maroon lambskin,  
no. 113, Oxford.  
1 Christmas Book, ditto.  
Crocker's Book on Common Forms.  
Hermetic Philosophy, 3 vols.  
Marseilles' Tarot. Pub. by Redway, London.  
Joslin's Celestial Globe, full mounted, 10 in. or larger.  
Stetson Family Genealogy.

**E. Joseph, 48a Charing Cross Road, London, W. C., Eng.**

Burton's Arabian Nights, 17 vols.  
Burton's Arabian Nights, first 10 vols.  
Gautier's Works, vol. 3, Grotesques.

**Julian's Bookstore, 533 Royal St., New Orleans, La.**  
French Historical Collection of La.  
Mary Relations, 6 vols.  
Grigges, Commerce of the Prairies.  
The Wondering Jew, or, the Chronicle of Cartaphilus,  
by David Hoffman, selected from his Polychronicon.

**Ernest Kaufmann, 22-24 North William St., N. Y.**  
Fergusson, The Temples of the Jews.

**The Kendrick-Bellamy Stationery Co., Denver, Colo.**

Judicial Puzzles, Paget. Pub. by Bancroft.  
Misdemeanors of Nancy, Brainard.  
Abraham Lincoln and Men of War Times, McClure.  
Harmony, Stainer. Pub. by Novells.  
At the End of the Rainbow, Thos. Whittaker.  
Story of an Outlaw, Hough.  
When the Wind Blows, Katherine Pyle.

**H. L. Kilner & Co., 324 Arch St., Phila., Pa.**  
Muller, Prayer the Key of Salvation. Pub. about 1882. Not the revised edition.

**W. E. King, 1287 Beaubien, Detroit, Mich.** [Cash.]  
First editions Stone & Kimball, 1893.

**The Kerner & Wood Co., 737 Euclid Ave., Cleveland, O.**

Jefferson, Lady Hamilton. New Amsterdam.  
Message of Man.  
Carpenter, Love's Coming of Age. Kennerly.  
Lyly, Euphues, both parts. Macmillan.  
Ade, In Babel. Doubleday, Page & Co.  
Fiedenwald, On Some Methods of Locomotion in Animals.

**J. Kuhlman, 326 N. 10th St., Phila., Pa.**  
[Cash.]

*N. E. Mag. and Bay State Monthly*, Nov., 1884.  
*Public Opinion*, Feb. 25, 1904. Titles and Indexes to vols. 21, 31-40.  
*Poet Lore*, vol. 2, no. 5; vol. 4, no. 11; vol. 8, no. 2; vol. 9, no. 3.  
*Potter's Am. Monthly*, Phila., June, Aug., Oct., Nov., '79; Jan., '80.  
*Pennsylvania German*, Jan., Feb., 1900, and vol. 9, no. 6.  
*Port Folio*, Phila., 1808, and vol. 2, 1813.  
*Radical (The)*, Boston, Oct. and Nov., '65.  
*Social Economist*, N. Y., March and May, '91; Jan., March, July and Nov., '93, and April, 1903.  
*U. S. Service Mag.*, N. Y., May and June, '66.  
*United Service*, N. Y., Aug., '84; June, '93; July, '03; Jan., '04.  
*World's Work*, Nov., 1900; Jan., Feb., Apr., 1901.  
*N. Englander and Yale Rev.*, Jan., 1856, at 25 c.  
*Moody's Mag.*, N. Y., vol. 1, no. 3.  
*Marine Engineering*, N. Y., June and July, '97; Jan. to Apr., 1900.  
*Museum*, Phila., vol. 10, 1825.

**Lancaster Mail Order House, 20 E. Orange St., Lancaster, Pa.**

Thrilling Adventures Among the Indians, Rev. Frost.  
The True Knight, Hall and —.  
Perfect Love.  
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**Charles E. Lauriat Co., 385 Washington St., Boston.**  
Journals of Samuel Curwen, by Ward.  
Arthur O'Shaughnessy, His Life and Works, by Louise H. Moulton. Pub. Stone & Kimball.  
Cotton Mather, by Wendell. D., M. & Co.



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Index to *Harper's Magazine*, vols. 1-83.  
 American Kennel Club Stud Book, vols. 1-26, inc.  
 Latimer's Italy in the Nineteenth Century.  
 Works of British Poets, ed. Robt. Walsh, Jr., vol. 39.  
 Boston, Bedlington, 1822.  
 The Birds of N. Y., Eaton.  
 Life of Mohammed, Muir. Scribner.  
 Genealogy of the Descendants of John, Christopher  
 and Wm. Osgood. Salem Press, 1884.  
 Von Pelt's Discussion of Composition. Macm.  
 Tissot's Old Testament.

## Leary, Stuart &amp; Co., 9 So. 9th St., Phila., Pa.

Memoirs of the United States Secret Service, by  
 Captain Burnham. Boston, 1872.

## Lemcke &amp; Buechner, 30 W. 27th St., N. Y.

Catalogue of the 1st-5th Exhibitions of the N. Y.  
 National Academy of Design.

## Edward E. Levi, 520 Liberty St., Pittsburg, Pa.

Mitford, B., Word of Sorceress.

Mitford, Wynne Palliser.

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Sime, Wm., Boulderstone.

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Mahan, Life of Nelson, 2 vols.

Samuels, From Forecastle to Cabin.

Hensman, A Dante Map.

## C. F. Liebeck, 823 E. 63d St., Chicago, Ill.

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Voorhees, Oratory, 2 vols.

Dickens, vol. 14, Standard Library ed.

Chemistry of Paper. Clark & Little.

Baldwin, Dict. Philosophical Terms.

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red cloth with white labels. Pub. by Putnam.

## Library Co. of Philadelphia, N. W. cor. Locust

and Juniper Sts., Phila., Pa.

Mill, Subjection of Women. Phila., 1869.

## Library of Congress, Washington, D. C.

Gilmore, James H., Notes of a Course of Lectures on

Vattel's Law of Nations (254 p.). Chicago, Blakey

Printing Co., 1891.

Library Supreme Council, 33<sup>d</sup>, 433 3d St.,

N. W., Wash., D. C.

Pike, Poems or Masonic items.

Books on antiquities, archæology, customs, Masonic

proceedings.

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Richardson, A New Girdle Round the World.

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Amer. Soc. of Civil Engineer. Transactions, vol. 52

to date.

*Annals of Surgery*, any nos.

*Archives of Internal Medicine*, any nos.

*Journal of Cutaneous Diseases*, vols. 15 to 21.

*Journal of Comparative Neurology*, any copies.

Laennec, Auscultation and Diseases of Chest.

Baumont on Physiology of Digestion.

## W. H. Lowdermilk &amp; Co., Washington, D. C.,

Jewitt, Narrative. Middletown, 1815.

Barriere, Memoirs of the Duke de Richelieu, 3 vols.

Hoffman, Beginnings of Writing.

Winter, Life and Art of Edwin Booth.

Moore, History of Ireland.

Lieber, Legal and Political Hermeneutics.

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Harvey, Footprints of Life.

Hunt, Wit and Humor.

Boscawen, The First of Empires.

Adams, Life of Gallatin.

Brabourne, Puss Cat Mew and Other Stories.

Forsyth, History of Trial by Jury.

Greeley, Handbook of Arctic Discovery, 1909 ed.

Martineau, Hour and the man.

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Youth of Jefferson.

## Macauley Bros., Detroit, Mich.

Sheldon's Early History of Michigan.

State of Michigan to Emigrants, J. Alemy and E. B.

Bostwick.

Brief History of Les Cheneaux Islands and Some New

Chapters of Mackinac History, F. R. Graver.

Baist's Real Estate Atlas of Surveys of Detroit and

Highland Park, Mich. G. W. Baist.

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Carleton, Traits and Stories of the Irish Peasantry.

Rudolph (Z.), Path to Heaven Staked Out. Phila.

Mayo, The Berber, etc. N. Y., about 1850.

Thompson (P.), History of Boston. Boston, 1856.

Ellis (A. B.), History of the First Church in Boston.

Hall & Whiting, 1881.

O'Brien, Round Towers of Ireland.

Talbot, Industrial and Commercial Map of Chicago.

Inman, Ancient Faiths and Modern, 2 vols.

Hittell and Falkner, California, 4 vols.

Harris, Discovery of America. London, 1892.

Bolles, A. S., Financial History of U. S., 3 vols.

Heckewelder, Mission of the United Brethren. Phila.,

1820.

Pliny, Natural History, 6 vols. Bohn Liby.

Talbot, Industrial and Commercial Map of Chicago.

Inman, Ancient Faiths and Modern, 2 vols.

Heckewelder, Indian Nations. Phila., 1819.

Buell, Life of Hickock (or Wild Bill).

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Hadow's Oxford Dictionary, 6 vols.

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Love Songs of Childhood, Field, 1894.

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Shaw (G. B.), *Quintessence of Ibsenism*.  
Lovelace (Lord), *Astarte*.  
Craik's *My Mother and I*. N. Y., 1874.

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Paynter, *Palace of Pleasure*, 3 vols., 1556 (?).  
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Knight's *Shakespeare*, 2 vols., folio.  
*Arena*, March, April, 1901; Sept., 1902.  
*Science and Health*, 1st ed.  
Burns' *Works*, Centenary ed. (Jack).

**N. F. Morrison, 314 W. Jersey St., Elizabeth, N. J.**

Jordan, *Colonial Families of Philadelphia*, 2 vols.  
Holland, *Society Yearbooks*, 1905 and after.  
Pollard, *Fourth Year of the War*.  
Pendleton, *Gen. Wm. N., Life of*, by Lee.  
St. Clair Papers, 2 vols.  
Beach's *Apples of New York*, 2 vols.

**C. S. Murdock, Medina, N. Y.**

*Harper's Monthly*, July, 1859 to July, 1860.  
*Harper's Weekly*, Nov. 12th, 1910; March 25th, 1911.  
*Boston Cooking School*, February, 1906.  
*Chautauquan*, March and April, 1911.  
*Education*, Sept. and Oct., 1909.

**John J. Newbegin, 315 Sutter St., San Francisco,  
Cal.**

Annotated Bibliography of Fine Arts, by Russell Stur-  
gis.

A. L. A. Bibliography of Fine Arts.

Horace and Virgil, by Boissier.

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1843, 6 v.; Churchill, Lcn., 1844, 3 v.; Spenser,  
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Aldrich, *Story of a Bad Boy*, 1870, 1st ed.  
American Statesmen Series, 34 vols. L. P.  
Arnold, *Alaric at Rome*, 1st ed.  
Austen, *Pride and Prejudice*. London, 1811, 3 vols.  
Beattie, *History Church Scotland during Common-  
wealth*.  
Bentley, *Horace*. Amsterdam, 1728.  
Boswell, A. L. S.  
Breton, *Life of an Artist*.  
Brontë, *Wuthering Heights*, 3 vols. London, 1847.  
Browning (R.), *Selections*. London, 1888, 2 vols.  
Bungus, *Numerorum Mysteria*. Paris, 1618.  
Runyan, *Pilgrim's Progress*, 5th ed.

**Ernest Dressel North.—Continued.**

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Byron, Any 1st eds. in original binding.  
Caldecott, Any 1st eds.  
Charles I. *Famous Tragedie*, 1649, 1st ed.  
Coppée, *True Riches*. Appleton, 1902.  
Crane (Walter), Any 1st eds.  
Cunningham, *Church History of Scotland*.  
Dickens, *Works*, Temple ed.; A. L. S. mentioning  
Bleak House.  
Edgar, *Old Church Life in Scotland*.  
Eliot, *Agatha*, 1st ed.; *Legends of Jubal*, 2d ed.  
Goldsmith, A. L. S.  
Greenaway, Any 1st eds.  
Grotius, *De Jure Belli ac Pacis*, Campbell's trans.  
Hanson, *Homer's Stories Simply Told*. Nelson, 1882.  
Hardy, *Romantic Adventures of a Milk Maid*. N. Y.,  
1884; *Three Notable Stories*. London, 1890; *Stories  
from Black and White*. London, 1893.  
Harte, Any 1st eds.  
Hill, *Twenty-six Historic Ships*.  
Hobart (Bishop), *Engraved portrait of*.  
Holland, *Baziliologia*, 1618, folio.  
Howells, *Campaign Life of Lincoln*, 1860.  
Ireland, *History of Napoleon*. London, 1823-8, 4 vols.  
James, Roderick Hudson, 1876; American, 1877; *Two  
Magics*, 1898; *Europeans*, 1878; *Passionate Pilgrim*,  
1875; *Portrait of a Lady*, 1882; *English Hours*,  
1905; Daisy Miller, 1879.  
Jewett, Any 1st eds.  
Kennedy, *Whistler*, 3 vols. Grolier Club.  
Kipling, Any 1st eds.  
Lamb, *Elia*, 1st ed., original boards.  
Lancaster, *Art of Shooting*.  
Le Fournier, *La Decoration a Humaine Nature*, etc.  
Lyons, 1533, Gothic letter.  
Mother Goose in Prose. Chicago, illus. by Parrish.  
Meredith, *Ordeal of Richard Feverel*. London, 1859,  
3 vols.  
Newman, *Oxford Prize Poem*. Oxford, 1818.  
Peabody, *The Piper*, 1909, 1st ed.  
Proctor, *Index*, 2 vols.  
Record of Harriman Expedition, 1899, 2 vols. N. Y.,  
1901.  
Ricroft, *Survey of England's Champions*. London,  
1647.  
Ross, *Rose Leaf and Apple Leaf*. London, 1881.  
Rotuli, *Curiae Regis*, of the Reign of Richard I.,  
pipe rolls, vol. 14.  
Scharf, *History of Maryland*. Baltimore, 1879, 3 v.  
Stedman, *American Anthology*, 2 vols. L. P.  
Stevenson, Any 1st eds.  
Surtees, *Hillingdon Hall*. London, 1888.  
Tennyson, *Poems by Two Brothers*, London, 1827,  
L. P.; *Child-Songs*, 1st ed.  
Thackeray, *Book of Snobs*, Lon., 1848; *Vanity Fair*,  
parts; *Christmas books*; *Second Funeral of Napo-  
leon*; *Flore et Zephyr*; *King Glumpus*; *The Exquis-  
ites*, 1st eds.  
Theobald, *Persian Princess*, London, 1717; *Fatal Se-  
cret*, London, 1735.  
Twain, *Huckleberry Finn*, 1st ed.  
Valentine's *Manuals*, 1841-2, 1845-6, 1847-8.  
Van Dyck, *Icones Principum*. Antwerp, ca. 1645.  
Walton, *Complete Angler*, London, 1833, L. P.,  
boards; *Complete Angler*, London, Fremantle, 1902,  
L. P.  
Whistler items.  
Wilde, *Intentions*, London, 1891; *The Spirit Lamp*,  
Oxford, 1892; *The Hobby Horse*, Oxford, 1894;  
Chamelion, Oxford, 1894; *Oscariana*, Oxford, 1895.

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Dietetics. Chalmer & Watson, London.  
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Through the Heart of the Continent, by Younghusband.  
Century Dictionary of Proper names.

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De Vinne, Printers' Price List.  
MacKellar's American Printer.

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Island Home, C. Romault.  
Poems of Edward Pollock. Phila., 1876.  
Talleyrand's Memoirs.  
Book on Charades, Francis Boott.  
The English Stage, Augustin Filon.  
Little Boy that Lived on a Hill.  
Silence, Hageman. Dodd Mead Co.  
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Anacalypsis, by Godfrey Higgins.  
Masters in Art, 1902.  
The New Hygiene, by Jas. W. Wilson.  
Pike's Expedition, edited by Coues.

## The Pilgrim Press, 19 W. Jackson Blvd., Chicago, Ill.

Rashdall's History of Universities in the Middle Ages.

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Lessons in the School of Prayer, Pierson.  
Recollections of Rev. John McElhenny, by Rose W. Frye. Richmond, 1893.  
A Book of Consolation, any ed.  
The Indians, W. L. Stone, 18mo, cloth, 1900.  
Life of Joseph Brant, including Indian Wars, Stone.  
Steel portrait, 2 vols., sheep.  
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Tennyson, vol. 4. Macmillan, 1896.  
Browning, Robt., vol. 2 of Macmillan 9 vol. ed.  
Hanbold, He That is Without Sin.  
Smith, J. R., Organization of Ocean Commerce.  
Margraff, International Exchange.  
Reminiscences of Earl J. Russell.  
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Manors of Virginia in Colonial Times, by Sale.  
Geology of N. Y. State, parts 1, 2, 3, 4.  
Gill's Life of E. A. Poe.  
Frank Forrester, anything by him.  
6 copies *Popular Science Monthly* for July, 1911.  
Lee-Hamilton, Imaginary Sonnets.  
Wolcott Memorial. Pub. by Randolph, 1881.  
Icelandic Eddas, Poetic and Prose, trans. by Thorpe and Dasent.  
Taylor, Four Years with General Lee.  
Whiting, Walks in New England.  
Whiting, The Saunterer.  
Bissett, Water Gardening.  
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Book of Common Worship.  
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Annals of San Francisco.  
Poe, 17 vols., large paper ed., 1902. T. Y. Crowell.

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